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AMERICAN NURSERYMAN

The Nurseryman's Forte: To Make America More Beautiful and Fruitful

FEBRUARY 1, 1951



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The Nurseryman's Forte: To Make America More Beautiful and Fruitful

VOL. XCIII, No. 3

FEBRUARY 1, 1951

Founded 1904
With which was merged 1939
THE NATIONAL NURSERYMAN
Established 1893

* * * * *

Published on the
first and fifteenth
of each month by the
AMERICAN NURSERYMAN
PUBLISHING COMPANY

343 South Dearborn Street,
Chicago 4, Illinois.
Telephone: WAbash 2-9011

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Subscription Price:
\$3.00 per year; outside
United States, \$4.00;
Single Copies, 15c.

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Advertising Rates
on application.
Forms close fifteen days
before date of issue.

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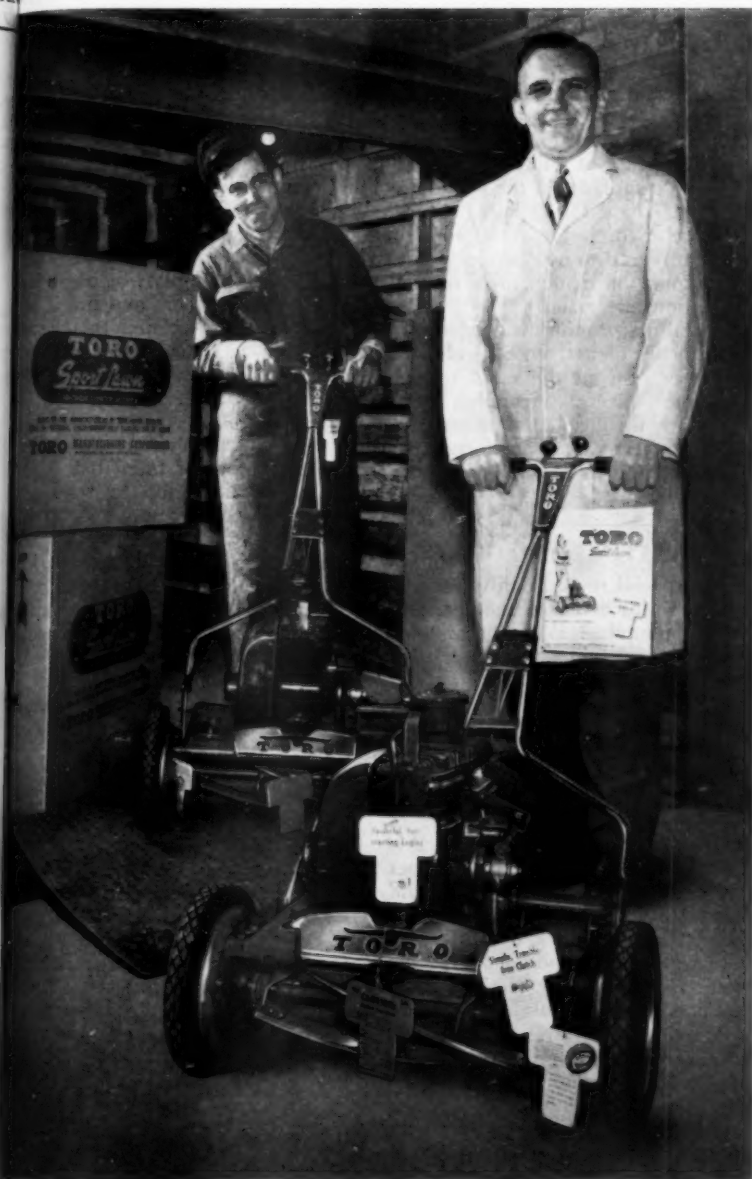
Entered as second-class matter
December 14, 1933, at Chicago,
Ill., under act of March 3, 1879.

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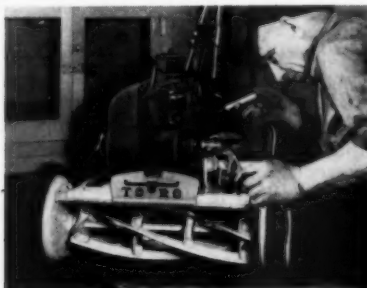
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AMERICAN NURSERYMAN

F. R. KILNER, *Editor and Publisher*

Joan L. Kilner, *Assistant Editor*

Editorial

SPRING PINCH IN LABOR.

While nurserymen may not be concerned about the supply of labor at the present time, they should look forward to their spring needs, since a pinch in the labor market is expected at that time.

From a current study of the labor market, the federal bureau of employment security has concluded that the present manpower shortages are caused by high civilian production and do not yet reflect the rearmament program. The bureau reports that it does not expect the real manpower pinch to come until late spring, when it anticipates that the rearmament program will be in full swing.

The present demand is for skilled and semiskilled workers. Employment of farm labor has seasonally dropped off in the past three months.

Renewal of wartime conditions may come in the spring if the draft takes more young men and the factories call for more workers.

DORMANT SPRAYING.

Long established as a practice among orchardists, dormant spraying has come more generally into use for the control of diseases and insect pests on ornamental trees and shrubs, both in the nursery and in public plantings. Since applications can be made at greater strength during the dormant period, scale insects particularly are thus controlled. Dormant spraying, to a considerable extent, will take the place of the spraying recommended at the time the young scales leave the protection of the mother scales. This occurs during spring when nurserymen are busiest.

Other insects and some diseases can likewise be controlled by dormant spraying. Directions for the individual pest or disease should be followed closely, and the recommendations of the manufacturer or some well posted person should be the guide of the strength of application.

Miscible oils and dinitro sprays are favorites for this purpose, but if using either, be sure that the trees are completely dormant. Lime-sulphur is recommended in some cases, but should not be used near painted buildings. Nicotine sulphate can be used as a delayed dormant spray or

just as the growth of the plant begins in spring, at suitable strength and with a spreader in the form of a detergent soap. Other spray materials are used, but care should be taken in regard to new products and tests should be made unless recommendations are exact.

Sometimes pruning heavily infested branches of a tree or shrub will reduce or prevent the rapid spread of some insects. Wrapping tree trunks when transplanted, with burlap or paper, will protect the tree from certain insects while it becomes established.

SEPARATING THE GOATS.

The special responsibility of firms dealing in horticultural merchandise has been emphasized more than once on this page. Only an infinitesimal portion of the public has the knowledge of seeds, bulbs and plants to question, much less detect, misleading statements that appear in newspaper and other advertising. The public makes purchases on faith, as indeed does a considerable part of the trade as well. The difference is that the trade knows what to expect from small sizes of bulbs, plants and trees, the difference between seedling and grafted stock, the difference between collected and nursery-grown stock, the desirability of some varieties and the undesirability of others.

Moreover, the results obtained from seeds, bulbs and plants are not known until weeks or months after the time of planting. Even then the buyer may feel disappointment if he is not well informed or has been carried away by his imagination and overenthusiastic adjectives in an advertisement.

Garden magazines and trade periodicals know the field from which their advertisers come; most of them investigate an advertiser's responsibility before accepting an advertisement, and all of them are quick to take action if complaint is made.

Newspapers receive most of their advertising through agencies, and if the latter pay their bills, scrutiny as to the character of advertising copy is largely dependent upon the policy of the individual newspaper. Some apparently impose no barriers and either receive few complaints or pay scant attention to them. Yet the misleading advertising copy in their columns does the horticultural industry harm, because it discourages the

disappointed customers from buying from reputable firms, from whom they should have made their purchases in the first place.

The problem that faces the trade is how to separate the goats from the sheep in a manner which will impress the newspapers and other advertising media. Action in this regard was taken last year by the National Tulip Society, when action was proposed at its annual meeting to enlist the support of government agencies to curtail the distribution of so-called "bargain bulbs" or bulbs below size which rarely develop to maturity. Members of the National Tulip Society were aware that the vast majority of dealers throughout the country conducted their business in a thoroughly ethical manner, but a small handful of sharp operators attempt to prey on the ignorance of the buying public, doing the entire industry harm. Through the society's purchases of bulbs from the latter sources, comparative trials were made, and results left no doubt as to the value of the "bargain bulbs."

When evidence of that kind is presented to a newspaper or advertising agency, cognizance of it must surely be taken, or it commits itself as accessory in misleading the public. Few indeed will go so far. Work of this kind, done by organizations in the horticultural industry, can be of great service to the public at large and, incidentally, to the industry.

MEETING REPORTS.

This issue is filled with reports of the early midwinter meetings of nurserymen in various parts of the country, and succeeding issues will carry more of them. This change from a series of feature articles on definite topics should be not unwelcome to the nurseryman who likes to keep up with all the phases of the industry.

For in these meeting reports the subjects of speakers, discussions and comments are wide in variety and quite diverse in character. New thoughts will be introduced, and new slants given old topics.

Besides reading the reports of meetings in your own section for the news therein, be sure to scan the reports of other gatherings. As you check the paragraphs, you will certainly find more than a few that will bring information and ideas of such value as to warrant close scrutiny.

Record Attendance at Chicago

Registration at the convention of the Illinois State Nurserymen's Association, at the Hotel La Salle, Chicago, January 16 to 18, reached a new high at 352. Attendance at the business sessions reached no more than one-third this number, but there was plenty of activity in the lobby because buyers were verifying the reports of winter damage in several areas, which added to the shortages in some items of stock. The prospect of problems consequent upon the nation's rearmament program likewise caused serious discussion as to means of solution.

At the business session of the association Victor E. de St. Aubin, secretary of Eugene A. de St. Aubin & Bro., Inc., Addison, was advanced from vice-president to president, and Roger Leesley, of Leesley Nurseries, Libertyville, was elected vice-president.

Opening Session.

Opening the first session Tuesday afternoon, January 16, Vice-president Victor E. de St. Aubin introduced President Roy F. Clavey, who delivered an official address notable for its brevity and terseness. The nursery industry generally, he said, was in a favorable position, because demand was strong and public income high. The association itself was in excellent condition financially and numerically. The current convention was marked by a record registration. He closed with emphasis on the value of trade associations, state and national, to individual nurserymen.

The remainder of the afternoon was devoted to messages from officials of the American Association of Nurserymen, on the theme, "Your National Association in Action."

"Policies and Program" was the subject of President Wayne Ferris, Hampton, Ia. He told of the work individually done by the members of the board of directors, formerly the executive committee. One current work of importance was that of R. J. Baker, Jr., in obtaining relief for the Texas rose growers through RFC disaster loans.

The directors, said Mr. Ferris, had concluded executive sessions lasting over two and one-half days to keep abreast of the current work of the national organization. These are serious times, he asserted, and the welfare of the industry demanded that its representatives keep abreast

of proceedings at the nation's capital. The association was represented at hearings on increased postal rates, and work was going forward in regard to the application for higher freight rates. The publicity work was being advanced, and the slogan "Plant America" was being more widely emphasized each month. Group insurance for A. A. N. members was under active study.

The formation of a national advisory council was reported by President Ferris. This will include the presidents of the leading associations in the industry to lend support to the A. A. N. officers when required. During the current week a hearing at Washington, D. C., on imported labor was of high importance to growers of nursery stock.



VICTOR E. DE ST. AUBIN.

Active in the Illinois State Nurserymen's Association as a member of its board of directors since 1945 and as its vice-president for the past two years, Victor E. de St. Aubin is now serving as president, since his election to that office at the group's annual convention in January.

In 1919 Mr. De St. Aubin entered into partnership with a brother, Eugene A., who was operating his own landscape and nursery business at Oak Park, Ill. The business was incorporated in 1920 as Eugene A. de St. Aubin & Bro., Inc., at Addison, Ill., and the same year the firm became a member of the Illinois State Nurserymen's Association.

Mr. De St. Aubin is a past president of the Ornamental Growers' Association of Northern Illinois and a member of the Elks and the Sertoma Club.

Born at Chicago, Mr. De St. Aubin married Mary A. Dwyer, also of Chicago, in 1913. They have two children, Victor, Jr., who is associated in the nursery business, and a daughter, Mrs. S. F. Murphy, of La Grange, Ill. There are five grandchildren, four girls and a boy, Victor III.

Curtis H. Porterfield, administrative assistant, spoke on "Association Routine Activities," but dwelt particularly on the need for selling and the procedures for so doing. Sell the customer a garden, not just some plants. Sell consumer benefits, such as climate control. Create a desire in the prospect for plants or a landscape job, develop his interest, then get action and you make your sale.

Mr. Porterfield concluded his remarks by stating that the nursery industry must learn to sell its products as well as it grows them. He suggested that at least a half day be devoted to merchandising and sales clinics at nurserymen's meetings.

A. A. N. Publicity Program.

Reporting on recent promotional activities of the American Association of Nurserymen, Howard P. Quadland, A. A. N. publicity director, New York, told of a recent survey by House Beautiful magazine to select the best sellers in all household furnishings. An interesting sidelight on the results was that all the best selling items used common nature forms and colors, a further indication of the growing desire of the public to bring nature indoors. This might be the theme for a new approach to landscaping, a big part of which has been made possible through the trend to the use of picture windows. He told of the campaign by the Libby-Owens-Ford Glass Co. to promote its glass for picture windows by publishing full-page advertisements and offering a 24-page booklet of landscape plans. The booklet and advertisements will recommend that the layman call on the local nurseryman who is a member of the A. A. N. and is identified by the A. A. N. insignia to do the landscape job.

Architects are now designing homes for climate control; so climate control through planting should go side by side with this program. Nurserymen should sell their customers on the idea of comfort and better living through landscaping as well as on the beauty of plants. He mentioned Peter Cascio, West Hartford, Conn., and Homer Dodge, Framingham, Mass., as two nurserymen in the east who had capitalized successfully on the climate control promotion.

Mr. Quadland also told about the "Plant America" pamphlets which

the A. A. N. is issuing. He told how Lloyd Platt, Waterloo, Ia., had brought the first of these to the attention of the city of Moline, Ill., and how enthusiastic the city council had been over the possibility of doing some better city planning and landscaping. All these pamphlets are designed to promote the sale of nursery stock by A. A. N. members and to raise the prestige of A. A. N. members. Mr. Quadland closed his remarks by asking nurserymen to help in the promotional efforts of the A. A. N., particularly with continuous hammering away at the "Plant America" slogan.

National Situation.

Richard P. White, executive secretary of the A. A. N., Washington, D. C., prefaced his programmed address with a review of the services of the A. A. N. to its members. In his talk on "National Problems Raised by the Defense Program," he painted a rather dark picture of the future. He is currently serving in an advisory capacity on the National Production Authority, retail section, and in the National Department of Defense and from recent happenings made some predictions on economic trends. He believes that there will be all-out and enduring mobilization for an indefinite but long period. We are now producing at 100 per cent strength, and it has been estimated that full mobilization will require a twenty per cent increase across the board on our national output, but he believes that this figure will be considerably increased.

Commenting on the tight labor market, Mr. White pointed out that today there are only 4,000,000 unemployed persons out of 64,000,000 available for employment. Coupled with the fact that the country is already producing at full capacity, this means that there are no free or unused facilities for increased production. He predicted tremendous payrolls during the mobilization period and one more round of wage raises before the end of February. He thought selective price controls would be broadened and by March there would be price and wage controls and by July an almost completely controlled economy. In view of this situation we are going to lose, at least temporarily, our free, competitive system of enterprise.

The impact of the mobilization period will be comparable to that felt by the industry during World War II, with a shortage of materials

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AMERICAN ASSOCIATION OF NURSERYMEN

RICHARD P. WHITE.
EXECUTIVE SECRETARY



636 SOUTHERN BLDG.,
WASHINGTON 5, D. C.

A. A. N. BOARD MEETS.

Actions Taken at Chicago.

Meeting at Chicago, January 14 to 16, the board of directors of the American Association of Nurserymen took action on matters of importance as follows:

Of the 1950 convention underwriting fund for the celebration of the seventy-fifth anniversary, there was a surplus of \$2,162.77, which the board transferred back to the general funds of the association.

C. W. M. Hess, Hess' Nurseries, Mountain View, N. J., was appointed a trustee to fill the vacancy created by the death of L. C. Bobbink. Mr. Hess will serve until the next board of governors' meeting, when this board will elect a successor to fill out the unexpired term of Mr. Bobbink.

President Wayne Ferris appointed, with the advice and consent of the board of directors, Wayne Melott, Carlton Nursery Co., Forest Grove, Ore., as chairman of the region 6 subcommittee of the market development and publicity committee. This was due to the fact that Robert Beam, formerly of the May Nursery Co., Yakima, Wash., is no longer connected with the industry. L. H. (Bud) McGuire, of the Puget Sound Nursery, Tacoma, Wash., was also appointed to the region 6 subcommittee.

Twelve new members were accepted and one applicant was rejected. This brought the total membership of the A. A. N. to 1,346. The next action of the board, however, suspended forty-five, or a little over three per cent of the total membership, for nonpayment of dues, which left net paid-up members at 1,301.

The board of directors authorized the establishment of a national nurserymen's advisory council, consisting of the presidents of all related organizations, namely, the National Mail Order Nurserymen's Association, National Landscape Nurserymen's Association, Ornamental Growers' Association, Fruit Tree Growers' Association, Retail Nurserymen's Association of the United States and All-America Rose Selec-

tions, and Mr. Ferris, who will act as chairman. The national nurserymen's advisory council will be strictly advisory to the board of directors of the A. A. N. and was established for the purpose of securing immediately the viewpoints of various phases of the industry when called upon as a result of the mobilization or war emergency activities.

A subcommittee composed of Peter Cascio, James Ilgenfritz and J. B. Baker, Jr., was appointed to investigate the establishment of a national nursery research foundation.

Meeting with the special committee on group insurance, the board of directors spent all of one morning going over the various proposals that had been made and analyzing the data that had been returned to the Washington office as a result of questionnaires. A subcommittee composed of R. N. Ruedlinger, chairman of the special committee on group insurance; A. F. Meehan, a trustee of the Pennsylvania group insurance program, and Secretary White, was appointed to prepare a proposal for submittal to those companies of record in the Washington office that have indicated interest.

Full discussions were had in regard to the 1951 convention arrangements, the dates of which are officially July 16 to 19, inclusive. Meetings of related organizations will be held in advance. Hotel headquarters are at the Roosevelt hotel, New Orleans. Other hotels being used are the Jung, St. Charles and Monteleone. Hotel reservation requests should be made to Manuel Zabala, 3214 Washington avenue, New Orleans.

The board authorized a reprinting of American standards for nursery stock with the inclusion of grades for fruit tree seedlings and citrus stock (new) and a complete revision of the forest tree seedling grades.

Invitations were received for the 1954 convention in region 4 from the Western and Missouri associations, and the Minnesota association. These invitations were presented by Edward Ambo, for the Western and Missouri associations, and William Coupanger, for the Minnesota association.

N. L. N. A. Holds Semiannual Meeting

Members of the National Landscape Nurserymen's Association who came to Chicago for the nurserymen's meetings the third week of January, met for their annual all-day midwinter meeting January 15 at the Hotel La Salle. The program was arranged by Laurence G. Holmes, Hartland, Wis., executive committeeman for region 3, and he presided at the morning and afternoon sessions and introduced the speakers. President Ralph Griffing, Griffing Nurseries, was unable to make the trip from Beaumont, Tex., to give the scheduled address of welcome; so the other two officers, Louis Hillenmeyer, Jr., Hillenmeyer Nurseries, Lexington, Ky., vice-president, and Harold E. Hunziker, M. J. Hunziker & Sons, Niles, Mich., assisted in conducting the meeting.

Job and Time Records.

Most of the morning program was devoted to a discussion of the question "Do Your Records Tell the Story?" by three of the association's members, each describing the various office record forms used by his firm.

Speaking first was Charles Hawks, Hawks Nursery Co., Wauwatosa, Wis., who said that his firm had made use of visible record forms since the

early 1920's when these first came into use. One form he showed, which is used to record orders, sales and estimates of stock. Each sheet provides spaces to record the following data on variety: The date the variety was ordered, of whom it was ordered, the cost per plant, amount ordered and the estimate in the nursery. The sales-shipping columns are broken down into the following categories: Fall, Wisconsin; fall, out of state; spring, Wisconsin; spring, out of state; local fall sales; local spring sales, and finally the balance for sale. The final columns on the sheet show the date the stock was received, from whom, the cost, the amount received and the balance on hand.

Order forms are kept in quadruplicate. The first and second copies are perforated to be torn out of the order book.

General time records were kept on the firm's employees until the instigation of social security made it necessary to keep more accurate records. An hourly time card is used on which each man records for each hour of the day the general type of work he has done. An initial is used to designate the type of work, as is shown at the bottom of the card reproduced on this page.

A job record card, reproduced on this page, is filled out daily for each landscape job to show the time spent on various operations and the amounts of various materials used.

By tallying the cards at the end of the season or year and finding the averages on time and materials involved in various landscaping operations, it is possible for the firm to figure its costs accurately and to use the resulting data in making more accurate estimates in the future.

In a brief question-and-answer period at the end of his talk, Mr. Hawks said that his firm was going to add a ten per cent fee for delivery. His firm charges a certain amount extra for planting a plant, and this charge covers the labor and most of the materials, except big items, such as loads of dirt, for which an additional charge is made. Mr. Hawks figured that it cost about \$1.50 each to plant 3 to 4-foot evergreens, and about \$1 to deliver an order, using two men on the truck.

Order Forms.

The second speaker, Howard Edmondson, said that since his firm, the Marshall Nurseries, operates at three cities, Arlington and Omaha, Neb.,

and Denver, Colo., there must be considerable detail in records. The first, or master copy, on an order goes to the main office and the branch office from which it comes is billed at wholesale for the stock. The second copy is the invoice. The third is the driver's or plantsman's copy, which provides space for a breakdown of extra work entailed on the job. A fourth copy is the packer's, and another is the salesman's copy.

Orders are collated on a large sheet at the office and transferred monthly to the stock book. After the season, a list is made of the needs for next year and sent to the home office so materials may be ordered.

Stock is sold at a planted price. Mr. Edmondson said that his firm figures about fifty per cent on the price of a shrub for planting cost and about twenty-five per cent on B&B stock. Extra charges are made to the customer for the use of any large equipment, such as tree-moving machinery, or for long-distance hauling of stock.

C. A. Mathes showed and then de-

WORK RECORD

Order No. _____ Date _____ 19__

For _____

	LABOR	MATERIALS USED		
		Soil	Peat	Fertilizer
Loading and Unloading Truck				
Travel Time				
Planting				
B & B Stock				
Trees				
Shrubs				
Hedging				
Bases				
Perennials				
Rough Grading				Area
Finish Grading				Area
Tractor				Area
Feeding				Fertilizer
Seeding				Seed
Sodding				Sod
Reconditioning				Area

Card for recording time and materials used on landscape job.

Week ending _____

Name _____

	SUN.	MON.	TUES.	WED.	THUR.	FRI.	SAT.
7:00							
7:30							
8:00							
8:30							
9:00							
9:30							
10:00							
10:30							
11:00							
11:30							
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2:00							
2:30							
3:00							
3:30							
4:00							
4:30							
5:00							
5:30							
6:00							

All labor has been divided into seven parts. You must mark this card with the proper letter as listed below, showing how much time is spent each day in the various classifications.

- | | |
|---|---|
| F FARM WORK
(Work of all kinds in nursery) | H HOME ORDERS
(Filling Local Orders) |
| P PREPARING STOCK
FOR SALE (Unloading, Labeling, Storing) | L LANDSCAPE WORK
(Labor of all kinds away from Nursery) |
| S SHIPPING ORDERS
(Filling orders and Packing for Shipment) | T TRUCKING IN
(Hauling from farm, etc.) |
| D DELIVERY TO PURCHASER
(Use of Trucks in filling orders) | |

Employee's Weekly Time Card.

scribed the order form used by his firm, Holm & Olson, Inc., St. Paul, Minn. The first copy is printed on pink paper and is an acknowledgment of the order, and terms and conditions of sale are printed on the sheet. The second copy is printed on yellow paper and goes to the nursery, where it is used as a work sheet by the foreman. The third sheet, on white paper, is the invoice. It is made out in duplicate, the carbon copy being recorded on the original order sheet. As soon as the shipping order is made out, a postal card advising the customer of the date and mode of shipment and shipping tags with certificate of inspection printed on the back are addressed to the customer and attached to the order. When the order is ready to be shipped, the postal card is mailed to the customer.

The firm uses a simple time sheet, and workers must fill these out and turn them in, in order to collect their wages. General work done at the nursery is recorded by the foreman at the nursery, and on landscape jobs, the men record their own sheets.

Mr. Mathes' firm makes a straight charge for materials used plus a planting charge, and extras are itemized. The firm has figured that it costs forty per cent of the price of the plant to plant deciduous stock and twenty per cent to plant evergreens. When the services of a landscape architect are required, a charge is made for the plan and also for the architect's time.

In the short open discussion that followed, Lloyd Platt, Platt's Landscape Nursery, Davenport, Ia., said that he had been keeping records of costs and had arrived at the following figures based on costs of \$3 an hour for foreman, \$2.50 an hour for laborers and \$1 an hour for the truck. He had found that the average cost of planting shrubs came to about \$1 each and for planting evergreens \$1.75 each. The cost for shade trees varies according to size. On jobs up to \$50 he lost \$15. From jobs of \$50 to \$100, he made \$4. On more expensive jobs he made the following profit per each \$100: \$5 on jobs from \$100 to \$500, \$7.50 on jobs from \$500 to \$750, \$10 on jobs from \$750 to \$1,000, \$12.50 on jobs from 1,000 to \$2,000 and \$15 on jobs over \$2,000.

South America and New Orleans.

Next Miss Joan L. Kilner, assistant editor of the American Nurseryman, Chicago, showed Kodachrome slides taken on her trip through South America the past fall, depicting types of landscapes and architecture to be found in the larger cities of that part of the world. A full account of her

trip was published in the December 15, 1950, issue.

A preview of plans for the landscape nurserymen who attend the annual meeting of the N. L. N. A., at New Orleans in July during the annual convention of the American Association of Nurserymen at that city, was presented by Miss Catherine Huber, Jennings Nursery Co., Jennings, La. Miss Huber is serving as summer convention chairman for the N. L. N. A. She said that plans were being made to have small group tours to see the various places of interest in the French quarter and modern New Orleans. For those who would drive to the convention and could spend time in traveling through the area, there were a number of nurseries and gardens to be visited, among them the E. A. McIlhenny's Jungle Gardens, at Avery Island, La., which contain plant material from all over the world.

Polaroid Camera as Sales Aid.

After the luncheon recess, Maurice N. Marshall, of the Denver, Colo., office of Marshall Nurseries, gave an explanation and demonstration on "The Use of the Polaroid Land Camera for Landscape Sales Assistance." This camera gives almost instant development, for a finished print is ready about one minute after the picture is taken. Both sepia and black and white films are available. Mr. Marshall said that sepia penetrates shadows a little better, showing more detail, but some people prefer black and white, although the latter is slower to dry in development. There are about eight exposures on the roll of film, and one picture is taken and developed at a time. The camera's range is from three and one-half feet to infinity.

Marshall Nurseries have found the Polaroid Land camera of much value in saving draftsmen's and salesmen's time. The firm has six salesmen in that area, and when one would book an order for a landscape job, it would mean taking the draftsman away from the office for several hours to see the property. Now the salesman merely registers out the camera from the office, measures the property and takes two pictures of it, gives the measurements and the pictures to the draftsman, and from these he makes his sketch. Mr. Marshall showed some of the sketches and photographs on which they were based.

Modern Landscape Design.

"The Use of Plants in Modern Landscape Design," was discussed and illustrated by Prof. Carl S. Gerlach, department of landscape and

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MAIL-ORDER GROUP MEETS.

About fifty members of the National Mail Order Nurserymen's Association held a short session on the afternoon of January 15 at the Hotel La Salle, Chicago.

Of chief importance was the hearing held at Washington, D. C., on postal raises, concerning which report was made by Clifford Emlong, past president of the association. Support of other organizations was obtained in the contention that the surcharges suggested by the postmaster general were arbitrary in amount and did not represent the increased cost of handling the larger-size packages. Hearings were resumed January 12, it was reported, and no raises would affect nurserymen before July 1.

Inasmuch as the association's financial standing was excellent, with a balance on hand of \$3,878, it was proposed that the mail-order group pay part of the bill for attorneys which represented both the National Mail Order Nurserymen's Association and the American Association of Nurserymen at the hearing. A considerable saving was thus made, instead of engaging separate attorneys for the mail-order group. The portion of the bill to be paid was left to the board of directors.

President Kimball Andrews stated that the A. A. N. had asked the president of the organization to serve on a national advisory council, and it was so voted. Suggestion was made that the organization assist in a victory garden program if one were undertaken, and John Kelly, Dansville, N. Y., was named as chairman of such a committee.

Discussion of a time for the annual meeting resulted in a decision to hold a breakfast meeting at the A. A. N. convention at New Orleans and to hold the annual meeting at the Hotel La Salle, Chicago, August 6 and 7.

The death of the late secretary of the association, Horace Sawyer, was observed by the members' standing in silence. At this meeting Howard Scarff served as temporary secretary, and at its conclusion Harold J. Timmons, Buntings' Nurseries, Inc., Selbyville, Del., was elected permanent secretary by acclamation.

PATSY DONOFRIO, Carroll Gardens, Westminster, Md., returned home from the hospital January 8. He had been suffering from a severe asthmatic condition.

Eastern Regional Draws Record Crowd

GROUPS UNITE IN MEETING.

New High Registration.

With registration exceeding 260, the 1951 convention of eastern nurserymen, at the Hotel Statler, New York city, January 4 and 5, considerably exceeded the total attendance a year ago. Programs for the sessions of the several organizations were well scheduled, interesting and well attended.

Registration began on the afternoon of January 5, while the directors' meeting of the New York State Nurserymen's Association was in progress. In the evening a cocktail party drew many local guests, as well as the visiting nurserymen, to crowd Penn Top South. An enjoyable social hour was arranged by Charles Mouquin, Glen Head, L. I.

Luncheon Speakers.

Interspersed between sessions were luncheons addressed by prominent speakers. Paul E. Belcher, vice-president of the First National bank of Akron, O., spoke January 4 on "Economic Trends." While war, on the one hand, and negotiated peace, on the other, were possibilities, he expected a continuation of the "cold war," during which this country would proceed rapidly with rearmament. That will bring heavier taxes, price controls and the other economic measures of wartime. Reduction in labor supply and in output of civilian goods can be expected. But the public will have a large income, available for expenditure for available merchandise, including nursery stock.

At the luncheon January 5, Samuel M. Sharkey, assistant head of the national news desk of the New York Times, spoke on "The International Situation." He related the Asiatic elements in the critical picture, describing the status of revolt in the former colonial countries south of China and the general unrest of the area that made it easy prey to communistic propaganda. Dissension in western Europe over the prospect of rearmament and the lack of support in South American countries left the United States and Canada as the citadel of democracy. From Russia could be expected no compromise, said Mr. Sharkey, and if it could cut off our sources of raw materials from other continents, particularly Asia, the task of armament here would lead to real privations, higher taxes

and lowered standards of living—a gloomy prospect altogether.

Trade Exhibits.

In a room adjoining the meeting hall a few trade exhibits were staged, by the following firms: American Agricultural Chemical Co., Herbst Bros., Premier Peat Moss Corp., Garden Supply Sales Co., all of New York city; Lee Patten Seed Co., Jersey City, N. J., and Brownell Rose Research Gardens, Little Compton, R. I.

NEW YORK STATE MEETING.

Annual Business Session.

Opening the business session of the New York State Nurserymen's Asso-



Jac Bulk, retiring president, at left, and Valteau Curtis, new president of New York State Nurserymen's Association. Photograph taken by Allan Dalsimer with Polaroid Land camera.

ciation, Thursday morning, January 4, at the Hotel Statler, New York, President Jac Bulk reviewed the activities of the association during the preceding year. He recounted the three general gatherings and the directors' meetings, publication of the notes bulletin and the stock bulletin, the Farmingdale short course and committees' work on insurance, research, fair exhibit, etc.

In conclusion he reported 1950 a good year for New York nurserymen in a business way. He hesitated prediction as to 1951, but, in the absence of general war, he thought a good season was assured by the number of new homes being completed, the high income of wage earners and the short supply of many civilian goods.

Al Synesael, in his report as secretary-treasurer, reported a gain of eighteen members to 186 and a gain in dues of \$302 to \$2,328.50. Membership in the sectional New York organizations composing the statewide association and their dues were as follows in 1950: Western, 87, \$1,146; Eastern, 50, \$530, and Long Island, 49, \$652.50. Receipts for the year totaled over \$3,000, and disbursements, \$1,892. The cash balance was \$1,141.46, of which the directors had voted January 3 to transfer \$500 to the reserve fund, which will then total \$3,100.

Committee reports were few and brief, indicating all work was well in hand.

Review State Activities.

In reviewing the activities of the state plant industry bureau, Director A. B. Buchholz touched only briefly on the control measures affecting nurserymen.

Objectives of the Long Island Agricultural and Technical Institute, Farmingdale, N. Y., were succinctly outlined by Halsey B. Knapp, director. He emphasized the value of the cooperation and guidance of the nurserymen, among others, in the technical curriculum. In some respects the institution departs from academic traditions, because its goal is the practical and the applied knowledge of horticulture. The school year continues through the summer, as the period of vegetative growth is considered more important than the winter period of dormancy. Witty in introduction and serious in conclusion, Dr. Knapp reflected the earnest spirit of his institution.

Experimental work at the New York agricultural experiment station at Geneva was briefly surveyed by A. J. Heinicke, director. Work in variety development in fruits has been speeded up. Rootstocks and virus-free stocks are being developed in larger quantities for nurserymen's use. Research in the control of virus diseases is continuing to receive emphasis. His interesting insights into scientific research conveyed the scope of his station's efforts.

Report on Defoliation.

Chemical defoliation of nursery stock for earlier digging was briefly discussed by Dr. A. M. S. Pridham, of Cornell University. The problem is to avoid damage to twigs and buds at the same time, likely to be caused

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Maryland Day

In two sessions packed with talks, discussions, reports and business, the Maryland Nurserymen's Association held a one-day annual meeting at the Lord Baltimore hotel, Baltimore, January 8, during farmers' week. About 125 members and guests gave close attention to the interesting program.

At the day's conclusion, officers were elected according to the recommendations of the nominating committee, composed of Carl Orndorff, C. W. Price and Adolph Gude, Jr. Raymond Bunting, of Buntings' Nurseries, Inc., Selbyville, Del.—a large portion of whose acreage is over the line in Maryland—was elected president. Adolph Gude, Jr., of A. Gude & Sons Co., Rockville, Md., was advanced from second vice-president to first vice-president, and Robert Johnston, Eastern Shore Nurseries, Inc., Easton, was named second vice-president. Willard Stoner, Westminster Nurseries, Westminster, was chosen treasurer. Paul Hofmann, Towson Nurseries, Inc., Towson, was reelected executive secretary, and George S. Langford, University of Maryland, educational secretary.

Elected to the executive committee were Edward L. Stock, Jr., Stock Bros., Inc., Bethesda; Ernest L. Bartle, Hagerstown Nursery Co., Hagerstown; L. G. Tingle, Tingle Nursery Co., Pittsville, and Roland Bailey, Rolandhurst Nurseries, Hebron.

Problems in Selling.

Most of the morning was devoted to a discussion of problems in the selling of nursery stock with particu-

lar reference to ethics and guarantees. J. H. Burton, as moderator, offered as a preliminary comment his belief that selling requires better education of the public in regard to plants, their use and their care. He thought that from current good profits nurserymen could afford to spend liberally for publicity for that purpose.

For the mail-order nurserymen, Raymond Bunting offered the information that most of the orders from his firm's retail catalog were received in March and April and that seventy-five per cent of them came from women. Only rarely did a customer order each year. Some seemed to order regularly at intervals of three years, some five years and some even seven years. As to guarantees, G. Hale Harrison said that orders on which complaints were received within ten days of shipment were replaced in full, later ones to the extent of fifty per cent.

Speaking on retail sales, C. W. Price, of Towson Nurseries, Inc., advised growing stock to fit the public demand, to give service and to remember the old customers while searching for new. Edward Stock, Jr., of Stock Bros., Bethesda, thought more planting information should be supplied to buyers. Guarantees, he believed, should be handled on a personalized basis.

For the landscape nurserymen, Daniel B. Stoner, Westminster Nurseries, described booking the landscape order as the climax to the nurseryman's work of propagating, growing and selling. He believed in guarantees, as customer contact is



RAYMOND BUNTING.

Upon his election to the presidency of the Maryland Nurserymen's Association, Raymond Bunting was installed as head of the group at the conclusion of the annual meeting January 8 at the Lord Baltimore hotel, Baltimore. Last year he served as vice-president of the organization, and he also has been a member of the executive committee. He is on the membership committee of the American Association of Nurserymen and has been a convention delegate for the Del-Mar-Va chapter.

Mr. Bunting and his four brothers operate Buntings' Nurseries, Inc., at Selbyville, Del. He now is secretary-treasurer of the firm. Engaged in the nursery business all his life, Mr. Bunting has had experience in selling, propagating and administration. Buntings' Nurseries, Inc. now utilizes approximately 1,400 acres of land in growing nursery stock. About one-half of the stock is grown in Maryland and the other half in Delaware.

always important. E. L. Bartle, Hagerstown Nursery Co., believed the guarantee should be handled on a percentage basis.

In reference to the cash-and-carry type of operation, William Lehr was enthusiastic about the salesyard type of selling, because of the great amount of time it saved in comparison with showing customers through the nursery rows in the field. William Pickett said, because he operated a small establishment, it seemed necessary to keep selling through the winter, and farm seeds and farm tools were appropriate lines for that purpose. In cash-and-carry business he thought one should guarantee 100 per cent.

Talks on Trips Abroad.

Two talks on European trips proved highly interesting, one by Dr. T. B. Symons, former dean and director, University of Maryland, who visited England last summer. Dwelling upon the ever-present gardens about English homes, he told of the customary beautiful plantings about

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Paul Hofmann Presents Maryland Certificate to Roland James Bailey.

St. Louis Host to Western Association

For the first time in its 61-year history, the Western Association of Nurserymen held its annual convention at St. Louis, instead of at Kansas City, Mo. Although the 2-day conclave brought nurserymen to the Hotel Jefferson, January 9 and 10, from all parts of the country, attendance was off from previous years; particularly noticeable was the small representation from Texas and other southern states where freezes hit nursery crops hard last fall.

On the recommendation of the nominating committee, headed by Stanley McLane, duly nominated and elected to office for the ensuing year were Edward W. Ambo, Ambo Bros. Nursery, Inc., St. Louis, president; Dale E. Wild, Sarcocoe Nurseries, Sarcocoe, Mo., vice-president, and C. C. Smith, Sherman Nursery Co., Charles City, Ia., secretary-treasurer. Elected for 3-year terms on the executive committee were Henry Homer Chase, Chase Nursery Co., Chase, Ala., and Eugene Wilson, Holsinger Nursery Co., Kansas City, Kan. Holdover members are William Coupanger, Elmore, Minn., and George Dewey, Overland Park, Kan., for one-year terms, and Harold Parnham, Des Moines, Ia., and Joseph Houlihan, Creve Coeur, Mo., for 2-year terms.

After the call to order at 10 a. m. Tuesday by President Vaughn Woodard, Neosho Nurseries Co., Neosho, Mo., there was self-introduction of all members and guests. The report of Secretary-treasurer C. C. Smith showed the association to have assets of \$2,070.80, \$611 of which were invested in U. S. defense bonds and the rest cash in the bank. The association now numbers 190 member firms, ten of which are new since January 1.

Tree Specialist Speaks.

First of the two speakers at the morning session was Vance I. Shield, Shield Shade Tree Specialist, Clayton, Mo., who told of his experiences in business in the St. Louis area. Before starting his own firm, Mr. Shield had been a salesman for Davey Tree Expert Co. On seeing a tree mover designed by K. K. Williamson, Memphis, Tenn., Mr. Shield became interested in that phase of the arboreal business and started his own firm. His first winter in business at St. Louis, he moved 135 trees. Later he switched to the Williams & Harvey tree mover, which he has used since.

Mr. Shield deplored the lack of large nursery-grown trees in the St. Louis area. "What is wrong with shade trees that nurserymen do not grow and sell more of them?" he asked. He mentioned English oak and red horse chestnut as trees that would be good sellers in this area, also Magnolia grandiflora, which, he said, is being overlooked by most nurserymen.

In his business, Mr. Shield said he believed it easier to sell trees to people who already have some on their property, but probably in the wrong place, than to those who have no trees on their property. If people like trees, they will buy them for that reason, not because they need them,

and they will buy them even if they do not need them.

He told of his own experience in lining out seedlings in 1935 to start a tree nursery and of how phloem necrosis attacked the American elms and he had to cut out the block. He found then and still believes that the ax can be one of the most profitable tools in the nursery. But rather than using the ax or letting trees become overgrown, the nurseryman should find ways to sell his trees when they are ready to sell, he said.

Better Office Management.

The morning's other speaker was Norman S. Scott, manager of Brookdale-Kingsway Nurseries, Ltd., Bowmanville, Ont., Canada, who gave his ideas on "Office Management in the Nursery." First and foremost, the nursery business is seasonal and must be geared to the highest degree of efficiency, which in most nurseries it is not. Second, it is generally considered, though nurserymen do not think it should be, somewhat in the category of a luxury and, as such, reflects the economic pulse of the people in sales. Third, the nurseryman always is lagging in price changes; he fails to realize that his crops are produced two or more years in advance of sales and, instead of looking at his price structure on a projected basis, still treats price lists on the basis of one-year cash crops. Thus he is not able to retrieve losses or take advantage of would-be gains.

The nurseryman should spend more time being a businessman; first, he should try to incorporate a better and more economical system in his individual business, but not try to revolutionize it all at one time. After a plan is thought out, one should proceed accordingly.

Being in a seasonal business, the nurseryman is likely to do things sporadically. But, Mr. Scott said, he should try to operate on a more steady basis. This can be done through increasing efficiency or effectiveness of three aspects of the business, the office in general, labor and advertising.

First, the nurseryman must decide who is to be in charge of the office. If it is not himself, then he should make sure that it is someone who takes as much personal interest in the business as himself. Next, be thrifty. Watch cash discounts, take

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DALE E. WILD.

Being an officer of a nurserymen's association is not new to Dale Wild, for before his election as vice-president of the Western Association of Nurserymen last month, he had headed the Missouri State Nurserymen's Association for two years.

Mr. Wild represents the fourth generation of the Wild family in the nursery business at Sarcocoe, Mo. His firm, Sarcocoe Nurseries, also known as Wild Bros. Nursery Co., was started in 1874. Mr. Wild joined it in 1931, when he was graduated from the University of Missouri, Columbia.

Until 1942, when he left for duty in the armed services, he was in charge of the landscape department of Sarcocoe Nurseries. After his discharge from military service, he took over management of the office, which for forty-six years previously had been handled by his uncle, Charles M. Wild, until the latter's death in 1946.

Arthur O. Wild, father of the present manager, is in charge of field operations, propagation and growing of nursery stock and is in his forty-fourth year in this work. The company maintains its own irrigation and cold-storage facilities and offers a general line of stock, both wholesale and retail.

Missouri Augments Usual Program

Another sign of the reactivity of the Missouri State Nurserymen's Association was the more ambitious program offered at its annual meeting January 8 at the Hotel Jefferson, St. Louis. Over sixty members and guests turned out to enjoy luncheon, and a business meeting and to hear three speakers in the afternoon, and many more enjoyed the cocktail hour and banquet in the Crystal room that evening.

The 1950 president, Dale E. Wild, Sarcocie Nurseries, Sarcocie, called the meeting to order after luncheon and presided at the business meeting. Upon the election of officers for 1951, he retired from the chair, and Joseph Houlihan, Sr., Houlihan Nursery Co., Creve Coeur, took over as the new president. Hugh Steavenson, Forrest Keeling Nursery, Elsberry, was elected vice-president. Edward W. Ambo, Ambo Bros. Nursery, Inc., St. Louis, was reelected secretary-treasurer.

After guests were introduced, the secretary-treasurer read a complete report of the summer meeting and then a financial report which showed the association to have a balance on hand of \$758.75 after receipts of \$1,106.94 and expenses of \$348.19. The association boasts nearly 100

member firms and over twenty-five associate members. Four applications for membership were acted upon, three being accepted.

Edward Ambo was given much credit for the reactivation and growth of the association since he took over the duties of secretary-treasurer about two years ago.

Dale Wild reported on the attempts being made to have the state legislature pass a lien law similar to Nebraska's. It was voted to investigate the possibility of membership in the St. Louis and Kansas City better business bureaus. Charles Williams will look into the matter at Kansas City and Edward Ambo at St. Louis. August Beilmann, director of the arboretum, Missouri Botanical Garden, Gray Summit, told of a book he has completed on trees for the mid-west, particularly Missouri, and of the need for funds for publishing it. A committee composed of Vaughn Woodard, Dale Wild, Hugh Steavenson and Edward Ambo will consider how the association might give some financial aid.

Soil Conservation.

Well known to his audience was the first of the afternoon's guest speakers, A. D. Slavin, chief, regional

nursery division, Soil Conservation Service, who spoke on "What the Commercial Nurseryman Can Gain from a Soil Conservation Program." One phase of soil conservation is through mechanical practices, such as terracing, contouring and building diversions, but even if properly done these practices can only keep the soil within one's property lines, not improve its quality. The other phase consists of soil management practices, such as fertilizer applications and crop rotation, which improve and maintain soil quality.

It takes about six months' planning before initiating a soil conservation program. First one must plot the soil resources of one's land; the Soil Conservation Service will map, acre by acre, the soil types of your land, the slopes and the amount of soil lost and group these areas into soil capability classes. Based on what kind of stock is grown in the nursery, how long the stock remains on the land and how much of it is grown, a crop rotation, or a planned sequence of nursery crops and soil-building crops, is determined.

Perennial grasses and legumes are best by far as soil-building crops, said Mr. Slavin, better than annual green manures. Over the years has been built up a fallacious idea of the value of organic matter. It decomposes quickly and gives a quick tilth, but not a lasting tilth. Roots of perennial grasses are like sawdust, in that they decompose slowly. Legumes are a cheap source of nitrogen. They are not drain tiles, but when legumes are plowed and the taproots cut off, the root decomposes and leaves an open area for internal soil drainage.

The physical condition, or tilth, of the soil, not its chemical condition, is the limiting factor to producing good nursery stock, L. H. Bailey said forty years ago, and this is as true today, said Mr. Slavin. Some nurserymen top-dress the soil with a complete fertilizer before planting stock, but the results are not adequate compared to the effort expended.

Brome grass and alfalfa were mentioned as good crops for rotation with nursery stock. One nursery seeded a retired field with brome-alfalfa and planted it later with apple stocks. After three years it inventoried the greatest number of No. 1 stocks in twenty-two years. After instituting a soil conservation program, this nursery could dig the third year, instead

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New officers of the Missouri State Nurserymen's Association. Left to right: Joseph P. Houlihan, Sr., president; Hugh Steavenson, vice-president, and Edward Ambo, secretary-treasurer. Mr. Ambo is also the new president of the Western Association of Nurserymen.

Indiana Program Covers Many Subjects

By Harold H. Clegg

Announcement that 200 acres of land has been set aside by Purdue University for an arboretum was heard with satisfaction by the Indiana Association of Nurserymen at its annual meeting January 2 to 5 at Purdue University, West Lafayette. Securing land for an arboretum had been one of the long-range goals of the association in cooperation with the university.

The tract of land, located eight miles south of Lafayette and given to the university by the late David Ross, has a picturesque half-mile frontage on the Wabash river. It lends itself to arboretum development with its natural and variable contours garnished with stands of native plant materials.

Prof. Roy B. Hull, department of horticulture, already has started plans for development of the area, and the public will have access to the arboretum as soon as it is developed. The department of horticulture will undertake to maintain the arboretum. New drives and trails will be constructed as funds permit. State nurserymen already have offered to furnish plant materials for the project.

Business Meeting.

Election of officers resulted in Robert Hoffman, Hoffman's Nursery, Wabash, being elected president. Harold Clegg, Associated Sales, Lafayette, vice-president, and Mrs. Mary Stum, Martinsville, financial secretary. Thomas Hobbs, C. M. Hobbs & Sons, Bridgeport; Robert Simpson, Simpson Orchard Co., Vincennes; C. J. Moldenhauer, Moldenhauer Nurseries, Huntington; Frank Littleford, Littleford Nurseries, Vincennes; Clarence Wesdorp, Krider Nurseries, Middlebury, and James Maschmeyer, Maschmeyer Nurseries, Indianapolis, form the board of directors.

Reports at this session included one by Harold Bohling, Bohling's Nursery, Munster, secretary, who stated that eleven new active members and five new associate members had been added to the association in 1950. Lowell Moore reported for the publicity committee, and Fred Hobbs, C. M. Hobbs & Sons, Bridgeport, told of current work of the Indiana greater horticultural commission.

Since the Indiana state legislature

is now in session, I. J. Mathews, Mathews Nursery & Seed Co., Gary, chairman of the legislature committee, told members that frequent future meetings were scheduled by his committee with the state legislative agriculture committee and representatives of allied industries to secure bills favored by the Indiana Association of Nurserymen.

A recommendation of the resolutions committee resulted in the declaration of a "Plant Indiana" program. An official monogram has been created for the association, and mats will be available for all members.

National News.

Reporting on national news of interest to nurserymen, Richard P. White, executive secretary of the American Association of Nurserymen, told how the A. A. N. was working for its members to prevent adverse legislation and regulations. In the matter of minimum freight car regulations and exceptions ratings, much injustice would have been done if proposed ratings had been adopted, he said. The Council on Business Mail Users has been working along the same lines as the A. A. N. in fighting increases in parcel-post rates; both groups have endeavored to show that erroneous

statistics had been used in arriving at some rate proposals.

He also analyzed the amended social security legislation as it affects nurserymen, stating that the A. A. N. had submitted twenty questions to the bureau of internal revenue on the topic. From answers received, it appears that unemployment compensation does not hold where the industry is classified as agricultural. He told the group that circular E, the Employers' Handbook, is the best reference on tax liability at the present.

In conclusion Mr. White mentioned that the A. A. N. had inaugurated a new series of sales bulletins for its members, with monthly releases of helpful suggestions for promotions of sales and for other problems.

Other news from the Washington scene was related by Truman Fossum, agricultural economist, the bureau of the census, United States Department of Commerce, who interpreted the results of 1950 census statistics in a talk on "Probable Means of Determining Demand for Nursery Products." He showed statistically how Indiana compared with New York and the United States as a whole in regard to population per

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New officers of the Indiana Association of Nurserymen. Left to right: Harold Bohling, secretary; Harold Clegg, vice-president; Robert Simpson and Thomas Hobbs, executive committeemen, and Robert Hoffman, president.

Iowa Membership Reaches New High

By Clyde H. Heard, Vice-president

A report that membership in the Iowa Nurserymen's Association had reached a total of ninety-five firms, breaking an all-time record, was heard by Iowa nurserymen who attended the state association's annual meeting January 12 and 13 at the Hotel Kirkwood, Des Moines.

George Rose, Henry Field Seed & Nursery Co., Shenandoah, and Clyde Heard, Heard's Landscape Nurseries, Des Moines, were reelected president and vice-president, respectively. Grover Hankins, Henry Field Seed & Nursery Co., was elected secretary-treasurer.

Reelected to the board of directors were Harold Parnham, Robinson & Parnham, Des Moines; Robert Mul-lison, Lake's Shenandoah Nurseries, Shenandoah, and W. J. Hughes, Cedar Rapids Nursery Co., Cedar Rapids. New members of the board of directors are Dwight Hughes, Cedar Rapids Nursery Co.; Donald Moffet, Mount Arbor Nurseries, Shenandoah, and Lloyd A. Whit-ham, Whitham Nurseries, Agency.

In a short talk, President Rose predicted that supplies and labor will be increasingly harder to obtain during the coming year.

Horticultural Research at College.

As the first guest speaker on the program, Dr. Floyd Andre, dean of agriculture, Iowa State College, Ames, spoke on "Some Problems of Mutual Interest" and emphasized the relationships between the college and the nursery industry. He discussed research projects on which the college of agriculture is working in cooperation with state nurserymen. The first project he discussed was weed control and the use of herbicides, in which much progress has been made. Another he mentioned dealt with winter burning of evergreens, which is more acute in northern and central Iowa. Dr. Andre said that winter burning is noted more frequently in February and March and may be associated with snow and sun. Some progress has been made by the college with the use of waxy materials to reduce transpiration. In regard to waxed and nonwaxed rosebushes, he reported that a test on four varieties showed little effect, as a result of waxing, in the blooming date, number of blooms, the starting date or sprouting.

Dr. Andre said that different me-

dia for rooting cuttings under fluorescent lights have been tried, but results to date have been less satisfactory than when cuttings are rooted in ordinary greenhouses. In research on hardy understocks for apples, it has been found that Virginia and Hibernial crab apples cause vigorous top growth. The college staff now is attempting to find a hardy stock that will keep the tree to medium size.

In the related field of entomology, he told of studies being made on red



George Rose.

spider control, on vectors of stone fruit virus and especially on woolly aphid, which is causing considerable damage. Work to develop new varieties of plants in recent years has resulted in the Patton pear, Polly peach and several well known varieties of apples, including the Secor, Sharon, Joan, Hawkeye, Greening and Juniper, all of which are selections made by Prof. Tom Maney. Four climbing rose varieties which will be released soon are the Prairie Moon, Maytime, Tom Maney and Lois Maney.

Another project has been the maintenance of a scion orchard to supply grafting and budding wood of apples and plums. Identification of varieties by leaf characters is being done in research modeled after the work of Dr. J. K. Shaw, of the University of Massachusetts.

Tree and Landscape Talks.

Edward H. Scanlon, editor of *Trees* magazine, and commissioner,

division of shade trees, Cleveland, O., gave an illustrated talk on "New Trees for Streets and Small Homes," in which he urged that trees be selected so that they are in scale with their surroundings. He also urged the use of more flowering trees, including the globe-headed linden; *Sophora japonica*, a selection of red oak, Cleveland maple, which is an unusually fine selection of Norway maple; European beech, upright white birch, some varieties of Asiatic maples, including one called *Acer diabolicum*, which is nonfruiting and resistant to Norway aphid, and Paul's Scarlet hawthorn crab apple.

The following speaker was Prof. J. R. Fitzsimmons, new head of the department of landscape architecture, Iowa State College. Professor Fitzsimmons, in a talk on landscape improvement, said that commonplace surroundings at best breed a dull, unimaginative outlook on life. Nearly 2,000 cities throughout the country have established city planning boards, and many more have park, playground and recreation commissions. Professor Fitzsimmons suggested that the slogan, "It's Not a Home Until It's Planted," be teamed with a new slogan, "It Pays to Plan Before You Plant."

Rose Hybridizer Speaks.

The annual dinner, served buffet style, was attended by approximately 120 persons. The guest speaker, E. S. Boerner, Jackson & Perkins Co., Newark, N. Y., talked on "Roses," giving the history of rose development. The first rose plant patent, he said, was New Dawn, and plant patent No. 1,000, which has just been issued, was given to H. M. Eddie on a rose Mr. Boerner had the opportunity of seeing in 1949. Sixty per cent of the roses now grown are patented, he said. Floribundas, becoming increasingly popular, now account for forty per cent of rosebush sales, he said.

Mr. Boerner added that, from his own experience, if he sows 60,000 rose seeds, he may be able to obtain 500 good plants, and, of these, he is lucky if he finally finds ten worthy of production and selling. He said that in scoring the new roses, fifty-five per cent is based on the plant and forty-five per cent on the flower itself, and the plant also must be healthy and strong. In another sec-

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Weather Big Topic at Oklahoma

By Betty H. Prim

Brighter prospects for a large volume of nursery trade in the spring as a result of federal curbs on small down payments, increasing labor shortages, sudden disastrous freezes in the south and the unprecedented 90-day drought in Oklahoma and part of Texas were studied carefully by nearly 100 southwestern nurserymen attending the midwinter convention of the Oklahoma State Nurserymen's Association January 4 and 5 at the Biltmore hotel, Oklahoma City. Nurserymen came from nearly all parts of Oklahoma and from other states, including Kansas, Texas and Iowa.

Nearly everyone in the trade in this area has been affected to some degree by extreme weather conditions. Some rose growers from Texas reported almost total crop losses from the November freeze when temperatures dropped from 85 degrees one day to below freezing the next. Oklahomans, plagued by a 90-day drought, have had a slow market generally, because, as one nurseryman said: "It is like digging in pavement to try to put in shrubs. No wonder people are putting off buying." Labor shortages are beginning to be evident, especially in war plant areas.

Mario Sanseverino, owner of O. K. Gardens, Nursery & Landscape Co., Tulsa, was elected president. He has been especially active in working toward having the recently begun Turner super-express highway from Tulsa to Oklahoma City landscaped adequately and has promoted the idea of giving all the nurserymen a chance to bid on it. Ted Tetirick, Tetirick Nursery, Ponca City, who had served as secretary-treasurer the past year, was elected vice-president. Leo Conard, J. E. Conard & Son, Stigler, was elected secretary-treasurer. The executive committee selected to work with the new president includes Mr. Conard; Jack Foote, Durant Nursery, Durant, and Earl Nelson, Nelson Nursery, Enid.

For the first time, the Oklahoma association presented a silver loving cup to the man it considered the outstanding nurseryman of the year. The beautiful trophy went to C. E. Garee, Noble, who has operated the Noble Nursery since 1899 without change of management or location. Long one of the outstanding men in the trade, he has discovered and developed numerous varieties of plants

which have benefited everyone, and that fact was recognized publicly at the convention. He was one of the leaders in the budwood certification of stone fruits against virus diseases. That program, begun about three years ago, will bear its first fruit probably this year when the first certified fruit trees will be tagged for the consumer. In his acceptance speech, Mr. Garee presented to his audience a new 2-toned apple, the

skin of which is half white and half red.

The weather was the predominant topic at the convention. While Texas suffered freezes, Oklahoma had a 3-month drought which caused untold damage to shrubs. J. Frank Sneed, Sneed Nursery Co., Oklahoma City, summed it up this way: "We had a dry fall, a wet July and a dry spring." He pointed out that many junipers failed to make salable size because of the extremely wet July. Good junipers are scarce, especially the grafted varieties. In fact, he said, the demand is three times as great as nurserymen can supply. Good shrubs in the Oklahoma City area are in good demand and are scarce, but there are a good number of light shrubs available. There also is a demand for specimen evergreens, but none are available. Fruit trees are scarcer than in several years, and the demand for them has been larger.

Mr. Sneed said the freeze which struck a portion of Oklahoma and a great area of Texas damaged many plants that ordinarily are hardy. "Our broad-leaved evergreens were damaged slightly as were our one-year crape myrtles, but we suffered no more damage than from our usual winter weather."

Harold Crawford, Willis Nursery Co., Ottawa, Kan., reported that Cleveland, O., has had thirty-two inches of snow starting with the Thanksgiving day blizzard. Later, when a crust formed on top and the snow beneath melted, the hard layer fell onto small stock, causing damage. He said that red-leaved barberry was scarce in that area and that crape myrtle also was damaged badly. He reported that nurserymen have been turning down evergreen orders since September, that shade trees are tighter than evergreens and that there is a shortage in fruit trees, especially peach, plum, apricot and cherry.

Mr. Crawford suggested that, although business has been dull because of the hard, dry ground, nurserymen can make up for lost time in the spring, pointing out that there is almost no nursery business from a new home the first year after it is built, because owners are busy making the down payment and buying household essentials. But in the fourth and fifth years, millions of homeowners will be ready to plant trees and shrubs, and that time will



MARIO SANSEVERINO.

From the time he secured a summer job with the Boston Botanical Garden, at Boston, Mass., in 1920, Mario Sanseverino has been in the nursery business and today operates the O. K. Gardens & Nursery Co., Tulsa, Okla. Mr. Sanseverino, who is the new president of the Oklahoma State Nurserymen's Association, came to the United States in 1919 from Italy. Moving west in 1921, he became acquainted with the soil by truck gardening for two years and in 1923 was employed by a nursery firm for three months as a general laborer.

In spring of the following year, he was reemployed by that firm as a salesman and worked in that capacity and later as manager and propagator for seven years. With the death of his employer in 1929, Mr. Sanseverino then started a nursery business of his own at Tulsa. One of his first large contracts, as he recalls, was the landscaping of forty acres for an estate.

His present nursery firm at Tulsa includes two modern offices and display yards, in addition to forty acres of growing fields twelve miles west of Tulsa. A nephew, Bill Sanseverino, is his assistant manager, and he also employs a landscape architect.

The Sanseverinos have two children, a son, Bobby, now in Will Rogers high school, Tulsa, and a daughter, Frankie, now attending the University of Oklahoma, Norman. Mr. Sanseverino's wife is the former Ruth Derbin, of Joplin, Mo.

SHERWOOD'S HARDY, WINTER-TESTED EVERGREENS

Can Ship Immediately

AZALEA MOLLIS (Chinese Azalea).
Each 10 100 1000
Very hardy. Blooms before leafing. Foliage bright green and attractive, turning to gorgeous shades of bronze and red in the fall. Flowers are large.
6 to 9 inches, twice transplanted, field-grown \$22.00 \$176.00
9 to 12 inches, twice transplanted, budded specimens, BR. \$0.60 \$5.40 49.00

SHERWOOD ORCHID AZALEA.
This is a hybrid hinodogiri and our own introduction. We have been growing it for several years in our nursery where it has attracted much attention. Foliage about the size and gloss of the Hinodogiri Crimson Azalea but the plant is hardier. Flowers are a clear lavender with speckled throat.
9 to 12 inches, twice transplanted, specimens, BR.65 5.90 53.00

SHERWOOD RED AZALEA.
A magnificent azalea. Compact, dwarf and evergreen. Foliage so glossy it shines, bright green turning in cold weather to fiery-red. Better foliage than Azalea hinodogiri from which it was hybridized. Flowers in such abundance that the foliage is almost entirely hidden and of the most brilliant blood-red imaginable.
6 to 9 inches, twice transplanted, specimens, BR.50 4.50 41.00
9 to 12 inches, twice transplanted, specimens, BR.65 5.90 53.00

CALLUNA VULGARIS AUREA (Golden Heather).
Possesses fine golden foliage that heads up in many of the stems in mosslike clusters. During the fall and winter the foliage takes on beautiful tinges of red which are intermingled with green and gold. The multitude of flowers are in soft, pleasing, lavender shades.
3 to 6 inches, once transplanted. 8.00 64.00

CALLUNA VULGARIS NANA (Moss Heather).
A dainty little dwarf of mosslike appearance growing about 4 inches tall. Delicate lavender blossoms in midsummer. On account of its mossy luster it fits perfectly into rockeries, stream and pool borders, close proximity to fountains, garden steps and walks.
3 to 6 inches, once transplanted. 12.00 96.00

CASTANOPSIS SEMPERVIRENS (Bush Chinquapin).
One of Oregon's wonderful native evergreens seldom offered to the trade. Leaves dark green above, russet beneath. Flowers in white clusters followed by chestnutlike fruits. Bush Chinquapin is a fine foundation shrub, also good for hedges and borders.
9 to 12 inches, twice transplanted, field-grown 18.00 144.00
18 to 24 inches, twice transplanted, B&B 1.10 9.90 89.00

COTONEASTER DAMMERI (Humifusa) (Barberry Cotoneaster).
A small evergreen creeper often called Cotoneaster humifusa. Bears red berries in profusion. Never grows more than 6 inches tall. Fine rockery plant and good for ground covers. It also makes a wonderful wall covering.
6 to 9 inches, once transplanted. 12.00 96.00

COTONEASTER PARNEYI (Parney Cotoneaster).
Each 10 100 1000
This is probably the best of the upright cotoneasters. It is evergreen, with large leaves of heavy, dark green effect. Grows to about the size of francheti, 6 to 8 feet, bears berries of brilliant red luster and in almost unbelievable profusion.
12 to 18 inches, twice transplanted, heavy \$18.00 \$144.00

CUNNINGHAMIA LANCEOLATA (Chinese Fir).
A native of China. The needles grow in two rows along the stem, are lance-shaped, flat, very pointed and attain a length of 1½ to 2½ inches. An irregular pyramid, an aristocrat.
9 to 12 inches, twice transplanted, heavy 20.00 160.00
15 to 18 inches, twice transplanted, B&B \$0.90 \$8.10 73.00
Specimen Plants

CYTISUS SCOPARIUS (Mixed Hybrids).
These have been grown from seed of fancy hybrid brooms in about 20 varieties such as Burkwood, Lord Lambourne, Borsch's, St. Marys, Stanford, Pomona and many others. They come in a wide range of colors and color combinations such as red, copper, white, yellow, pink, etc. Habit of growth also varies greatly. Certainly an unusual offer.
2 to 3 feet, once transplanted. 30.00 240.00

DABOECIA POLIFOLIA ALBA (White Irish Bell Heather).
Similar to the rosea, but having nodding flowers of pure white, resembling Lily of the Valley in form and size.
6 to 9 inches, once transplanted. 12.00 96.00

DABOECIA POLIFOLIA ROSEA (Pink Irish Bell Heather).
A splendid dwarf evergreen growing 2 feet high. Foliage fine, dark green above, silvery beneath. The flowers are abundant, rosy-lavender, and resemble little bells nodding from the tips of slender, erect stems.
6 to 9 inches, once transplanted. 12.00 96.00

ERICA MEDITERRANEA HYBRIDA (Darley Heath).
This is one of the most attractive and desirable plants in its class grown in our nursery. Being a winter bloomer, hardy, equally good for rockeries, borders, groups and masses, it should be included in every planting.
6 to 9 inches, twice transplanted, specimens, BR. 3.50 32.00 263.00

GAULTHERIA PROCUMBENS (Wintergreen).
This is the little plant which produces the true wintergreen flavor and from which wintergreen oil is extracted. The fine foliage, the small, delicate, pink, bell-shaped flowers, the brilliant red berries and its hardness combine to make it one without peer in its class.
2-year, once transplanted. 10.00 80.00

HEDERA HELIX CONGLOMERATA (Bunchleaf English Ivy).
Low-growing. Leaves crowded, contorted and small, giving a pleasing massed effect. An interesting plant which attracts much attention, and one which makes a dense, compact ground cover.
1-year, once transplanted. 15.00 120.00

JUNIPERUS CHINENSIS SARGENTI (Sargent Juniper).
This juniper has been well proven as it has been grown in American gardens for more than fifty years. It was first introduced into the Arnold Arboretum from Japan by Prof. Sargent in 1892.
3 to 6 inches, once transplanted. 12.00 96.00

come for many this spring. Because of the probable decreased production of many items such as automobiles, television sets and radios, there will be more money for nursery stock.

Referring to a possible shortage of labor in wartime, he stated his company must compete with an ordinance plant nearby which hires 20,000 people. Many nurserymen also will lose keymen to the army. Robert Baker, Baker Bros. Nursery, Fort Worth, Tex., reported that the 90-day drought was "worse than any summer drought we ever had." He predicted a short, snappy spring season, however. Comparing business this year and last, he warned that competition is in the stores that sell furniture and clothes and other luxury items, not among nurserymen themselves. He urged that nursery stock prices not be raised too much because, if they are, people will go

downtown to buy furniture and television instead. He advocated all nurserymen support the "Plant America" program in order to build up their own businesses.

He reported that there are plenty of shade trees, especially sycamores, but fewer Chinese elms available now. He mentioned a heavy loss on wax-leaved ligustrum as a result of the November freezes. Nandinas in Texas became spotted and lost all of their foliage. Italian cypresses were burned up.

Raymond Mosty, of Mosty Bros. Nursery, Center Point, Tex., reported "no measurable precipitation since May," but added his section of the state had escaped the freeze that hit the great areas across northern Texas. He said their broad-leaved evergreens were in good shape.

Steve Verhalen, Verhalen Nurs-

ery Co., Scottsville, Tex., reported on the lack of roses, but he believed flowering shrubs would sell better. He also predicted a swing toward shade trees since so many new homes are being built on land where there are no trees of any kind.

The next meeting of the Oklahoma Nurserymen's Association is planned for August at San Antonio, Tex., in conjunction with the annual meeting of the Texas Association of Nurserymen. When discussion arose as to why the convention was being held in a state other than Oklahoma, it was explained that the trip could be a pleasure journey as well as a business trip for hard-working nurserymen.

In the address of welcome, J. Wiley Richardson, president of the Oklahoma City chamber of commerce, asked nurserymen to maintain honorable standards in the face

	Each	10	100	1000
JUNIPERUS CONFERTA (Shore Juniper). A low creeping juniper with dense, bright green foliage. Makes a heavy matted ground cover 6 inches high. A decidedly pleasing effect. Holds its vivid green color the year around. Very hardy. 3 to 6 inches, once transplanted.			\$12.00	\$96.00
JUNIPERUS HORIZONTALIS (Bar Harbor Blue Creeping Juniper). Procumbent with trailing, spreading branches well filled with foliage, forming a compact mat in mature plants. Foliage is charming steel-blue the year around. 6 to 9 inches, once transplanted.			15.00	120.00
JUNIPERUS HORIZONTALIS (Bar Harbor Green Creeping Juniper). This is a lovely green form of the above. During the winter months the foliage turns to a rich bronze. Procumbent and trailing. 6 to 9 inches, once transplanted.			15.00	120.00
JUNIPERUS HORIZONTALIS GLAUCA (Blue Creeping Juniper). Very similar to the Bar Harbor Blue with steel-blue foliage throughout the year and more cypresslike in texture. A very lovely trailing form. Very hardy. 3 to 6 inches, once transplanted.			12.00	96.00
JUNIPERUS HORIZONTALIS PLUMOSA (Andorra Juniper). One of the more recent introductions in creeping junipers. It grows close to the ground but the tips of the branches lift up to a height of about 18 inches. 6 to 9 inches, once transplanted.			15.00	120.00
JUNIPERUS SCOPULORUM (Rocky Mountain Juniper). The well known and justly popular western juniper. A very hardy tree with a range from British Columbia to Colorado in the Rocky Mountains. Thrives in cold or hot and dry sections. 3 to 6 inches, not transplanted. 12 to 18 inches, once transplanted.			7.00 18.00	56.00 144.00
JUNIPERUS VIRGINIANA TRIPARTITA (Fountain Juniper). The name describes fairly well the form of growth, it being semiupright but spreading. 3 to 6 inches, once transplanted.			15.00	120.00
KALMIA LATIFOLIA (Mountain Laurel). Native of the Appalachian mountains. Grows into compact, symmetrical shrub, densely covered with foliage. When in bloom the plants are literally bouquets of lovely, cup-shaped flowers. 9 to 12 inches, once transplanted.			24.00	192.00

	Each	10	100	1000
MAHONIA AQUIFOLIUM (Oregon Grape). An ornate little evergreen shrub, native of Oregon, where it is much loved and enjoyed. Leaves are hollylike and bright green. Has long clusters of bright golden-yellow flowers in the spring. 3 to 6 inches, once transplanted.			\$ 9.00	\$ 72.00
NANDINA DOMESTICA (Nandina). A native of the Orient. Characterized by delicate foliage, the long slender leaves being frondlike. It bears large clusters of bright red berries. 6 to 9 inches, once transplanted.			12.00	96.00
PICEA PUNGENS GLAUCA (Colorado Spruce). Native Wyoming to Colorado and Utah. The color effect ranges from green to silvery-blue. A very handsome and a very hardy tree. 6 to 9 inches, once transplanted.			14.00	112.00
PINUS TABULAEFORMIS (Chinese Pine). A medium-size conifer, native of western China. Dense foliage, which clothes even the stem and branches. Needles 2 to 4 inches long, charmingly brilliant green, soft to the touch and of soft, silky luster. Its general effect is just right. It could hardly be surpassed for large banks and hillside plantings. Hardy into New England in sheltered locations. Rare. Splendid hedge subject. 30 to 36 inches, three times transplanted, B&B Fine rounded sheared specimens, 2000 to the car.			\$1.00 \$17.10	\$154.00
TAXUS BACCATA (English Yew). This is the old favorite of English gardens. 6 to 9 inches, once transplanted.			12.00	96.00
THUJA OCCIDENTALIS PYRAMIDALIS (American Pyramidal Arborvitae). A most desirable arborvitae of narrow columnar growth, dense and compact without pruning. Planted in groups it produces a most impressive alpine effect. In situations where effective hedges requiring but little space are desired, Pyramidal Arborvitae has no counterpart. 6 to 9 inches, twice transplanted.			18.00	144.00
TSUGA CANADENSIS (Canada Hemlock). Native New Brunswick, to Wisconsin and south to Alabama. A well known conifer of graceful, pleasing habit of growth, and regarded by some landscape architects as one of the best of conifers. 12 to 18 inches, twice transplanted, field-grown.			24.00	192.00

Prices quoted are net cash prices and include expert packing and delivery on lining-out stock to all points in the United States, Canada and Alaska. B&B and B&B Stock F.O.B. Portland. No packing charge.



SHERWOOD NURSERY CO.

Wholesale Propagators and Growers of Evergreens
141 S. E 65th Ave. Portland 16, Ore.

Catalog Ready. Trade Only.

of inflation. He also urged that they help guide the use of tax money by taking active part in government.

Richard Bloss, Sneed Nursery Co., Oklahoma City, outgoing president of the association, told of the Oklahoma plant and industry council, a legislative committee which has been formed to work for nurserymen, seedsmen, florists and other horticultural interests.

Judge Morton Rutherford, Tulsa, who gave the main address at the first day's luncheon, talked on "Citizenship." He warned against permitting the government to impose a welfare state.

Mario Sanseverino, new president and member of the A. A. N. "Plant America" subcommittee on market development and publicity, urged that nurserymen promote a "Plant Oklahoma" week and told of his work with political groups in Tulsa

to have the new Turner turnpike express highway landscaped.

Curtis Porterfield, administrative assistant of the A. A. N., of Washington, D. C., reported on the Washington scene, stating that all employers will feel the pinch of labor shortages soon, but that there will be a bigger market for nursery stock. He emphasized to retailers the importance of good salesmanship and of creating an attractive background for nursery merchandise, too, such as using green burlap around the roots of a plant, instead of soiled material. Stating that people are brand-conscious, he recommended that nurserymen use their A. A. N. seals.

A discussion on new and special varieties of ornamentals, nuts and fruits, led by Mr. Garee and A. G. Hirschi, Hirschi's Nursery, Oklahoma City, was timely and helpful. Mr. Garee brought samples of stock

from his nursery, including the deciduous holly, *Ilex decidua*, which he started collecting from the wild in the early 1930's and developed in his nursery. The plant blooms after frost danger, he pointed out, and has never failed to bear immense crops of berries, which redden about September and hang on all winter. Mr. Hirschi gave nurserymen his views of latest advancements in nut growing. He preferred the Western Schley and Squirrel's Delight varieties of pecans and urged that nurserymen sell two or more varieties to the same customer, according to the number of trees bought. That makes for better production, he said. One variety will bear well one year, and another will do better the next. In that way, the consumer will have a good crop each year, he said.

Dr. E. W. Lyle, pathologist for the Texas Rose Research Foundation,

SHRUBS for SPRING

Be sure your spring requirements for shrubs are covered as quickly as possible. Many varieties are short in supply this year. Reserve your needs NOW for shipment when you need the stock. Avoid possible disappointment of not being able to get the stock later during the spring season.

Our shrubs are all graded strictly according to A. A. N. standards.

	Per 10	Per 100		Per 10	Per 100
Almond, pink-flowering			Honeysuckle, tatarica rosea		
2 to 2½ ft., own root...	\$5.50	\$50.00	2 to 3 ft.	\$4.50	\$40.00
18 to 24 ins., own root...	4.00	35.00	18 to 24 ins.	3.20	28.00
Althaea, red, pink, purple or white.			Honeysuckle, tatarica rubra		
3 to 4 ft.	4.00	35.00	Wheeling.		
2 to 3 ft.	2.90	25.00	2 to 3 ft.	4.50	40.00
18 to 24 ins.	2.10	18.00	18 to 24 ins.	3.20	28.00
Barberry, Red-leaved			Honeysuckle, zabeli		
18 to 24 ins.	4.00	35.00	2 to 3 ft.	4.50	40.00
15 to 18 ins.	3.50	30.00	18 to 24 ins.	3.20	28.00
12 to 15 ins.	2.90	25.00	Hydrangea arborescens grandiflora		
Barberry, Thunbergi			2 to 3 ft.	5.50	50.00
15 to 18 ins.	2.40	20.00	18 to 24 ins.	4.50	40.00
12 to 15 ins.	1.90	16.00	12 to 18 ins.	3.20	28.00
Buddleia Charming, pink			Hydrangea Peegee (Meehan strain)		
No. 1	3.20	28.00	2 to 3 ft.	5.50	50.00
Medium	2.50	22.00	18 to 24 ins.	4.50	40.00
Buddleia Dubonnet, reddish-purple			12 to 18 ins.	3.20	28.00
No. 1	3.20	28.00	Lilac, rothomagensis		
Medium	2.50	22.00	2 to 3 ft.	5.00	45.00
Buddleia Floralart, lavender			18 to 24 ins.	4.00	35.00
No. 1	3.20	28.00	Philadelphus coronarius		
Medium	2.50	22.00	3 to 4 ft.	5.00	45.00
Buddleia, red			2 to 3 ft.	4.00	35.00
No. 1	4.00	35.00	18 to 24 ins.	2.90	25.00
Medium	2.90	25.00	Philadelphus virginialis		
Buddleia, white			2 to 3 ft.	5.50	50.00
No. 1	4.00	35.00	18 to 24 ins.	4.50	40.00
Medium	2.90	25.00	Rose Acacia (Grafted stock)		
Cornus sanguinea			18 to 24 ins.	3.50	30.00
2 to 3 ft.	4.50	40.00	12 to 18 ins.	2.90	25.00
18 to 24 ins.	3.20	28.00	Russian Olive		
Deutzia corymbosa			3 to 4 ft.	5.00	45.00
2 to 3 ft.	4.50	40.00	2 to 3 ft.	4.00	35.00
18 to 24 ins.	3.20	28.00	18 to 24 ins.	2.90	25.00
Deutzia Pride of Rochester			Spiraea arguta		
2 to 3 ft.	4.00	35.00	12 to 18 ins.	2.40	20.00
18 to 24 ins.	2.90	25.00	Spiraea froebeli		
Euonymus europaeus			2 to 2½ ft.	3.50	30.00
3 to 4 ft.	5.50	50.00	18 to 24 ins.	2.90	25.00
2 to 3 ft.	4.50	40.00	12 to 18 ins.	2.10	18.00
18 to 24 ins.	3.50	30.00	Spiraea thunbergi		
Forsythia intermedia spectabilis			12 to 18 ins.	2.40	20.00
3 to 4 ft.	5.50	50.00	Spiraea vanhouttei		
2 to 3 ft.	4.50	40.00	3 to 4 ft.	4.00	35.00
18 to 24 ins.	3.20	28.00	2 to 3 ft.	2.90	25.00
Forsythia Spring Glory			18 to 24 ins.	2.10	18.22
3 to 4 ft.	6.00	55.00	Weigela Eva Rathke		
2 to 3 ft.	5.00	45.00	18 to 24 ins.	4.50	40.00
18 to 24 ins.	4.00	35.00	12 to 18 ins.	3.20	28.00
Honeysuckle, fragrantissima			Weigela rosea		
2 to 3 ft.	4.50	40.00	3 to 4 ft.	5.50	50.00
18 to 24 ins.	3.20	28.00	2 to 3 ft.	4.50	40.00
Honeysuckle, morrowi			18 to 24 ins.	3.20	28.00
3 to 4 ft.	5.50	50.00			
2 to 3 ft.	4.50	40.00			
18 to 24 ins.	3.20	28.00			

THE WILLIS NURSERY COMPANY

"Your Wholesale Nurserymen"

Ottawa, Kansas

Tyler, showed color slides and explained latest developments in the treatment of rose diseases. He emphasized that for the control of black spot, there still is nothing which will beat the combination copper-sulphur dust, which must be put on the plants within twenty-four hours after it rains and must be applied again after each rain. He pointed out that the recent Texas freezes proved again that yellow and white varieties of roses were hurt most by the inclement weather and that the deepest shades of red were hurt the least.

Several of the nurserymen's wives attended the noon luncheon the first day, and everyone enjoyed dancing and a buffet supper the first evening.

A field demonstration which was to have been held at the close of the last day's sessions was called off because equipment from the Williams & Harvey Nursery Co. was not available, but a planting demonstration with a Hart Bros. planting machine was held at the Sneed Nursery Co.

ROSE LOAN REQUESTS RISE

Applications from east Texas rose growers and nurserymen for loans from the Reconstruction Finance Corporation, because of the disastrous November freeze, are reported to have climbed near the \$4,000,000 mark. Applications are being processed under the direction of Joe H. Brown, of Dallas, chief examiner in charge of the office opened at Tyler, Tex., for applications from the rose growers in that vicinity.

Questionnaires are being filled out by members of the Texas Association of Nurserymen to provide information as to the damage done. As a result of the specially called meeting of the organization at Fort Worth, January 9, a committee for this purpose was appointed by Don D. King, of the King Nurseries, Lubbock, president of the association. Members of the special committee are John Sarver, Dallas; Ray McCarter, Arlington; Royal Eubanks, Waxahachie; Bob Baker, Fort Worth; Frank Mitchell, Fort Worth, and Hugh Wolfe, Stephenville.

NEWLY named to the 20-man board of directors of the Michigan agricultural conference is Bernard Ward, Ward's Flower Ranch, East Lansing, Mich., who is also secretary of the Michigan Association of Nurserymen. The group's third annual meeting was held January 11 at Michigan State College.

Economy Choice FOR PARTICULAR WORK

In the nursery, in flower and bulb culture, in berries and fruits, the basic economy of the Model B Tractor is receiving a warmer welcome than ever.

Just measure the low, down-to-earth price of the B. Look closely at the full range of tractor work you get for your money—from deep plowing and discing to gentle, “fussy” cultivation among valuable plants and seedlings.

Ask Model B Tractor owners their experience with maintenance costs amounting to almost nothing. Operating ease for inexperienced help, too.

Where work is particular and costs must be low it's easy to see why the choice of the times is the Allis-Chalmers Model B. Talk it over with your A-C dealer, now.

TUNE IN the National Farm and Home Hour
Every Saturday — NBC

ALLIS-CHALMERS
TRACTOR DIVISION • MILWAUKEE 1, U.S.A.



CLOSE QUARTERS—with adjustable front axle (optional) and wheel treads set in to 40 inches, the Model B is at home down the rows of tall crops.



HIGH CROP CLEARANCE—21½ inches of tractor and implement clearance gives you a big “edge” of versatile cultivation. Choose from a complete line of mounted implements, too—hand or hydraulic lift.



POWER TO PLOW AND DISC—when you hustle along a 3 ft. 9 in. offset disc in sod—and similar loads—you know you have a tractor that really fills your requirements!

Idaho Holds Meeting and Schools

By David C. Petrie

IDAHO-UTAH MEETING.

For the first time, a joint meeting of the Idaho Nurserymen's Association and the Utah Association of Nurserymen was held January 8 in the Gem room of the Bannock hotel, Pocatello, Ida. Although the weather was clear, attendance was relatively small because of slippery road conditions. The program was arranged by Kenneth Briggs, of Briggs Nursery, Pocatello.

Grant Bickmore, of the Idaho Bank & Trust Co., Pocatello, talked on the nurseryman's interest in FHA title 1 loans. He cited examples of what the bank had done under title 1, but little of it was for landscape improvement. He showed how easily the title 1 loans could be secured and urged nurserymen to bring them to the attention of their prospective customers.

Ralph Comstock, Jr., vice-president of the First Security bank, Pocatello, discussed "How the Nurseryman Looks to the Banker." His interesting talk centered about the present economic situation and how it affected the nursery industry and other industries.

In the afternoon Mr. Tucker, of the federal social security agency, talked on social security, stressing how much a covered worker received for the small amount he paid. According to his data, the system would not be self-supporting until 1970.

William Neff, of Mount Olympus Nursery, Salt Lake City, Utah, talked on the "Plant America" program of the American Association of Nurserymen. He showed how the program would work for the welfare of the country and how it should ring the cash registers in nurseries and allied businesses.

David C. Petrie, of Petrie Landscape Nurseries, Boise, the Utah-Idaho chapter delegate to the A. A. N. board of governors, discussed "What's Cooking in the A. A. N.," including the work of the board at the Washington, D. C., meeting last July and current news on freight rates, postal rates and group insurance.

In the evening the A. A. N. chapter held a dinner meeting at which the following officers were elected: President, D. C. Petrie, Boise, Ida.; vice-president, William Neff, Salt Lake City, Utah, and secretary,

Sidney Nelson, Boise. After the meeting slides were shown of the local tours at the Washington, D. C., convention of the American Association of Nurserymen and the trip taken by members of the National Landscape Nurserymen's Association to Colonial Williamsburg, in Virginia, last July.

NURSERYMEN SPONSOR PUBLIC GARDEN SCHOOLS.

The annual garden and landscape school sponsored by the Idaho Nurserymen's Association had its beginning in the winter of 1949 when the first one was held at Boise for members of the trade only. It worked out so well that it was repeated the following year, but was open to the public, too. This year the University of Idaho extension service furnished a portion of the program and sponsored one school at Pocatello for the

southeastern part of the state, while the nurseries at Boise and in the surrounding valleys sponsored another school at Boise.

School at Pocatello.

The school at Pocatello was held at the Bannock hotel January 9 and 10, following the joint meeting of the Idaho and Utah nurserymen's associations. It was a huge success, and the largest crowd, 200 persons, attended the session devoted to roses. Indians and Chinese mingled with overall-clad men and well dressed men and women. Most of them made good use of pencils and notebooks, and the results should show in nurserymen's cash registers in spring.

The first talk was devoted to "Farmstead Arrangement for Your Farm," by Owen K. Brown, University of Idaho extension agricultural engineer. Aided by slides, he showed the development of a farm-

SPRING SURPLUS

10 Laburnum Vossii, 7 to 8 ft.	Each \$4.00
10 Weeping Red Peach, 5 to 6 ft.	3.00
10 Malus Atrosanguinea, 6 to 8 ft.	3.50
10 Malus Eleyi, 6 to 8 ft.	3.50
10 Malus Niedzwetzkyana, 6 to 8 ft.	3.50
6 Cercis Canadensis, 7 to 9 ft.	5.00
500 Azalea Mollis, Named, 15 to 18 ins.	Per 100 \$275.00
100 Hemerocallis Hyperion	30.00
100 Hemerocallis Theron, dark	40.00
100 Hemerocallis Lyonian, selected	40.00
300 Ilex Helleri, 3-yr., X	60.00
200 Eplimedium	30.00
Cash, please.	

BRIMFIELD GARDENS NURSERY

245 Brimfield Rd. Wethersfield, Conn.

LILACS

On own roots.
Large plants, 5 ft. and up.
Charles X, William Robinson,
Pres. Grey, Leon Gambetta, etc.

To plant now
AMERICAN ARBORVITAE, 10 ft.
An assortment of heavy stock
for landscaping.

RED LAKE RED CURRANTS, 2-yr. No. 1

SAMUEL FRASER NURSERY
GENESEO, N. Y.

PACHYSANDRA

The ideal permanent evergreen ground cover plant for shady areas in all climates. Strong, well rooted, 1-yr.-old plants, \$3.75 per 100; \$35.00 per 1000; 5000 or more at \$32.50.

PEEKSKILL NURSERY SHRUB OAK, N. Y.

TAXUS

Quality stock with J. B. certificate; in carload or truck-load lots.

TAXUS capitata, 2 1/2 to 8 ft.

TAXUS cuspidata, 1 1/2 to 4 ft.

TAXUS nana and **intermedia**, 1 to 3 ft.

TAXUS hicksi and **hatfieldi**, 2 to 4 ft.

Also

TAXUS capitata liners, 3 to 4 yrs., 1 to 2 ft.

BULK'S NURSERIES
Babylon, L. I., N. Y.

LINING-OUT STOCK

If you have not received a copy of our Lining-Out Stock List, send for same. If you are interested in any special items, send us your list NOW.

THOMAS B. MEEHAN CO., Inc.
DRESHER, PA.

SPRING BULBS and PLANTS

50 or more of a variety or size at the 100 rate.
250 or more of a variety or size at the 1000 rate.

Increase your "Counter Sales"! Colored pictures of practically all items are available at no charge, and will be supplied on request.

HARDY LILIES

Lilium Regale, Holland-grown

	Per 100	Per case
5 to 6-in., 500 per case....	\$ 5.50	\$22.50
6 to 7-in., 400 per case....	6.50	22.50
7 to 8-in., 250 per case....	10.50	22.50
8 to 9-in., 200 per case....	12.00	22.50
9 to 10-in., 150 per case....	16.00	22.50
10-in. up, 100 per case....	25.00	22.50

Lilium Tigrinum Splendens,
Holland-grown

5 to 6-in., 500 per case....	5.50	22.50
6 to 7-in., 300 per case....	8.50	22.50

Lilium Willmottiae Improved,
Holland-grown

6 to 7-in., 250 per case....	14.00	30.00
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Lilium Orange Triumph,
Holland-grown

7 to 8-in., 250 per case....	14.00	30.00
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Lilium Henryi, Holland-grown

9 to 10-in., 250 per case....	30.00	65.00
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Lilium Croft, Oregon-grown

7 to 8-in., 250 per case....	24.00	57.50
9 to 10-in., 150 per case....	50.00	70.00
10-in. and up, 100 per case....	60.00	60.00

Lilium Estate, Oregon-grown

3 to 5-in., 1000 per case....	7.00	60.00
8 to 9-in., 200 per case....	40.00	70.00
9 to 10-in., 150 per case....	45.00	60.00
10-in. and up, 100 per case....	60.00	60.00

Lilium Rubrum, Japanese-grown

6 to 7-in., 300 per case....	12.50	30.00
7 to 9-in., 250 per case....	15.00	35.00
9 to 10-in., 140 per case....	25.00	32.50
10 to 11-in., 100 per case....	30.00	27.50

Lilium Auratum, Japanese-grown

7 to 9-in., 250 per case....	15.00	35.00
9 to 10-in., 140 per case....	25.00	32.50
10 to 11-in., 100 per case....	30.00	27.50

Lilium Pardalinum
(Leopard Lily), Tops....

35.00
-------	-------

PEONIES

Strong, 3 to 5-eye divisions.

WHITE, by color	\$ 3.50 per 10
PINK by color	27.50 per 100
RED, by color	250.00 per 1000

PEONY COLLECTION

Contains: 30 White, 30 Red and 40 Red, all strong, 3 to 5-eye divisions.
PRICE: \$25.00 per collection.

BLEEDING HEART

(*Dicentra Spectabilis*)

	Per 10	Per 100
3 to 5 eyes....	\$3.50	\$30.00
5 to 8 eyes....	4.50	40.00

GLORIOSA ROTHSCHILDIANA

	Per 10	Per 100
Red Climbing Lily.		
4 to 5 ins. long....	\$4.00	\$35.00
5 to 6 ins. long....	6.00	50.00
6 to 7 ins. long....	7.50	65.00

TERMS: 2% 10 days; 30 days net, if credit is established. Cash with order earns 2% discount. Subject to prior sale. F.O.B. Farmington.

TUBEROUS-ROOTED BEGONIAS

Double, Camellia-flowered type. Belgian-grown. Colors available: Crimson, Rose, Scarlet, Orange, White, Salmon, Yellow, Copper, Mixed. Per 100 Per 1000

1 to 1 1/4-in.....	\$ 3.50	\$ 25.00
1 1/4 to 1 1/2-in.....	(Sold Out)	
1 1/2 to 2 -in.....	8.50	75.00
2-in. and up.....	11.00	100.00

GLOXINIAS

Belgian-grown. Colors available: Red, White, Violet, Red-bordered White, Purple bordered white. Per 100 Per 1000

1 1/4 to 1 1/2-in.....	\$ 8.00	\$ 70.00
1 1/2 to 2 -in.....	11.00	100.00
2-in. and up.....	19.00	180.00

LYCORIS SQUAMIGERA

(*Amaryllis Hallii*)

Hardy Amaryllis, also known as "The Magic Lily of Japan." Foliage disappears in late spring, and the flower spike, bearing umbels of beautiful lavender flowers, literally springs from the ground. Perfectly hardy.

\$20.00 per 100; \$150.00 per 1000.

BLETILLA HYACINTHIANA

(Chinese Terrestrial Orchid)

Dainty mauve flowers, resembling miniature orchids, are borne on short stems. Can be grown in pots and also outdoors. It is very hardy, and ideal for rock gardens and borders.

\$12.50 per 100; \$100.00 per 1000.

AMARYLLIS

Mead Strain. Giant American Hybrids.

	Per 100	Per 1000
2 1/4 to 2 1/2-in.....	\$14.00	\$120.00
2 1/2 to 2 3/4-in.....	16.00	150.00
2 3/4 to 3-in.....	21.00	200.00
3-in. and up.....	30.00	.....

TUBEROSES

Dwarf Double Pearl		
2 to 3-in.....	3.00	25.00
3 to 4-in.....	5.00	40.00
4 to 5-in.....	9.00	75.00
Mexican Single		
2 to 3-in.....	2.00	15.00
3 to 4-in.....	3.00	25.00
4 to 5-in.....	4.00	35.00
5 to 6-in.....	5.00	45.00

CALLAS

Elliottiana (Yellow).		
1 3/4 to 2-in.....	10.00	90.00
2 to 2 1/2-in.....	17.00	160.00
Maculate (White).		
1 3/4 to 2 -in.....	10.00	90.00
2 to 2 1/2-in.....	15.00	140.00
Rehmanni (Pink)		
1 3/4 to 2-in.....	17.00	160.00

CANNAS

Strong, 3 to 5-eye

City of Portland, deep pink

President, rich red

Red King Humbert, red, bronze foliage

Yellow King Humbert, yellow, green foliage

\$6.00 per 100; \$50.00 per 1000.

CALADIUMS

	Per 100	Per 1000
Esculentum		
5 to 7-in.....	\$ 8.00	\$ 70.00
7 to 9-in.....	10.00	90.00
Fancy-leaved		
1 1/2 to 2 1/2-in.....	25.00	200.00
2 1/2 to 3 1/2-in.....	35.00	300.00

DAHLIAS

Over 200 varieties available. Submit your want list for special quotations.

Special Mixture. Only large decorative types included. Well balanced for colors.

\$10.00 per 100; \$80.00 per 1000.

GLADIOLUS

Submit your want list for our quotations. All the new, and standard varieties available.

Special Mixture. A truly "RAINBOW MIXTURE" that contains only varieties good for cutting, well assorted as to color. All recommended for counter sales.

	Per 100	Per 1000
No. 1	\$2.50	\$20.00
No. 2	2.00	15.00
No. 3	2.50	12.00

MISCELLANEOUS BULBS

<i>Acidantha Murielae</i> .		
(Abyssinian Gladiolus)		
	Per 100	Per 1000
Top size	\$5.00	\$40.00
1st size	4.00	35.00
<i>Anemone De Caen</i>		
Top size	3.50	25.00
1st size	2.50	15.00
<i>Anemone St. Brigid</i>		
Top size	4.00	30.00
1st size	3.00	20.00
<i>Hyacinthus Candicans</i> (Summer Hyacinth)		
12 to 14 cm.....	5.00	40.00
14 to 16 cm.....	6.00	50.00
16 to 18 cm.....	8.00	70.00
<i>Montbretia</i> , Mixed. Tops....	4.00	32.00
<i>Oxalis Deppel</i> , Tops.....	2.50	20.00
<i>Ranunculus</i> , Mixed, Top size..	4.00	30.00
1st size	3.00	20.00
<i>Tigridia</i> (Mexican Shell Flower), Mixed, Tops.....	5.00	40.00
1st size	4.00	30.00
<i>Zephyranthes</i> , Mixed, Tops....	4.50	35.00

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GROWERS EXCHANGE, INC.

EVERGREEN SEEDLINGS

	Per 100	Per 1000
<i>Juniperus virginiana</i> , 2-yr., 3 to 6 ins.	\$ 3.00	\$ 20.00
2-yr., 6 to 10 ins.	5.50	45.00
<i>Picea excelsa</i> , 2-yr., 4 to 7 ins.	3.50	25.00
<i>Picea pungens</i> , 2-yr., 2 to 4 ins.	3.50	25.00
<i>Pinus densiflora</i> , 2-yr., 4 to 7 ins.	4.00	30.00
<i>Pinus nigra</i> , 2-yr., 3 to 6 ins.	4.00	30.00
* <i>Pinus sylvestris</i> , 2-yr., 4 to 8 ins.	3.50	25.00
* <i>Taxus cuspidata capitata</i> , 2-yr., 2 to 5 ins.	12.00	100.00
<i>Thuja occidentalis</i> , 2-yr., 2 to 4 ins.	3.00	20.00
<i>Thuja occidentalis</i> , 3-yr., 3 to 6 ins.	4.00	30.00

EVERGREEN TRANSPLANTS

These transplants are out of field rows, not beds.

<i>Abies douglasii</i> , 4-yr., T, 4 to 7 ins.	10.00	80.00
<i>Calluna vulgaris</i> , 2-yr. T, 2 to 4 ins.	7.00	60.00
<i>Picea glauca densata</i> , 6-yr. T, 6 to 10 ins.	20.00	175.00
<i>Picea glauca densata</i> , 6-yr. TT, 4 to 8 ins.	17.50	150.00
<i>Retinospora plumosa flavescens</i> , 2-yr. T, 4 to 7 ins.	25.00	200.00
<i>Taxus baccata repandens</i> , 2-yr. T, 4 to 8 ins.	25.00	200.00
<i>Taxus baccata repandens</i> , 2-yr. T, 8 to 12 ins.	32.50	275.00
<i>Taxus baccata wymanii</i> , 2-yr. T, 8 to 12 ins.	32.50	275.00
* <i>Taxus cuspidata</i> , 2-yr. T, 8 to 12 ins.	30.00	250.00
* <i>Taxus cuspidata</i> , 2-yr. T, 12 to 15 ins.	35.00	300.00
<i>Taxus cuspidata capitata</i> , 2-yr. T, 8 to 12 ins.	45.00	400.00
<i>Taxus intermedia</i> (Slow strain), 2-yr. T, 6 to 12 ins.	35.00	300.00
<i>Taxus intermedia</i> (Fast strain), 2-yr. T, 6 to 12 ins.	35.00	300.00
<i>Taxus intermedia</i> (Vase type), 4-yr. TT, 6 to 10 ins.	40.00	350.00
<i>Taxus media andersonii</i> , 2-yr. T, 8 to 12 ins.	35.00	300.00
<i>Taxus media andersonii</i> , 2-yr. T, 12 to 15 ins.	32.50	275.00
<i>Taxus media brownii</i> —This is the compact, slow-growing, hardy strain, not the Eastern strain.		
<i>Taxus media brownii</i> , 2-yr. T, 6 to 9 ins.	25.00	200.00
<i>Taxus media brownii</i> , 2-yr. T, 9 to 12 ins.	32.50	275.00
<i>Taxus media brownii</i> , 4-yr. TT, 6 to 8 ins.	40.00	350.00
<i>Taxus media pyramidalis</i> , 2-yr. T, 6 to 12 ins.	30.00	250.00
<i>Taxus media wardii</i> , 2-yr. T, 6 to 12 ins.	35.00	300.00
<i>Thuja occ. hoveyi</i> , 2-yr. T, 6 to 10 ins.	25.00	200.00
<i>Thuja occ. recurva nana</i> , 2-yr. T, 6 to 8 ins.	25.00	200.00
<i>Thuja occ. woodwardii</i> , 2-yr. T, 6 to 9 ins.	30.00	250.00

DECIDUOUS LINERS

* <i>Acer palmatum</i> , 1-yr. S, 3 to 6 ins.	4.00	30.00
* <i>Castanea mollissima</i> , 1-yr. S, 6 to 12 ins.	9.00	75.00
<i>Castanea mollissima</i> , 1-yr. S, 12 to 18 ins.	16.00	140.00
<i>Fagus americana</i> , 1-yr. S, 12 to 18 ins.	10.00	85.00
<i>Ginkgo biloba</i> , 2-yr. S, 6 to 12 ins.	7.50	60.00
<i>Larix leptolepis</i> , 2-yr. S, 6 to 10 ins.	4.50	35.00
<i>Larix leptolepis</i> , 2-yr. S, 10 to 15 ins.	7.50	60.00
<i>Populus nigra</i> , 1-yr. R.C., 2 to 3 ft.	6.00	50.00
<i>Populus nigra</i> , 1-yr. R.C., 3 to 4 ft.	8.50	70.00
<i>Populus nigra</i> , 1-yr. R.C., 4 to 5 ft.	11.50	100.00
<i>Salix salamonii</i> , R.C., 3 to 4 ft.	8.50	70.00
* <i>Ampelopsis tricuspidata</i> , 1-yr. S, 6 to 12 ins.	4.00	30.00
<i>Aralia pentaphylla</i> , R.C., 6 to 12 ins.	7.00	60.00
<i>Azalea malvatica</i> Kathleen, TT, 6 to 8 ins.	32.50	275.00
<i>Azalea vuykiana</i> Beethoven, TT, 6 to 8 ins.	35.00	300.00
<i>Azalea Yodogawa</i> , TT, 5 to 8 ins.	27.50	225.00
<i>Cornus stolonifera lutea</i> , R.C., 10 to 15 ins.	6.00	50.00
<i>Euonymus radicans vegetus</i> , 1-yr. T, R.C., 6 to 9 ins.	15.00	135.00
<i>Euonymus sieboldianus</i> , 1-yr. R.C., T, 8 to 12 ins.	13.50	120.00
<i>Forsythia spectabilis</i> , R.C., 8 to 12 ins.	5.50	45.00
* <i>Forsythia spectabilis</i> , R.C., 12 to 18 ins.	5.00	40.00
<i>Forsythia spectabilis</i> , R.C., 18 to 24 ins.	7.50	60.00
<i>Ligustrum ibota</i> , 1-yr. S, 6 to 12 ins.	2.50	15.00
<i>Lonicera morrowi</i> , Red-fruited, R.C., 12 to 24 ins.	6.00	50.00
<i>Lonicera morrowi</i> , Yellow-fruited, R.C., 12 to 24 ins.	6.00	50.00
<i>Philadelphus virginialis</i> , R.C., 10 to 15 ins.	10.00	85.00
<i>Rosa rugosa</i> , 1-yr. S, 6 to 12 ins.	3.50	25.00
<i>Rosa wichuriana</i> , 1-yr. S, 6 to 12 ins.	3.50	25.00
<i>Symphoricarpos chenaultii</i> , R.C., 12 to 18 ins.	4.50	35.00
<i>Viburnum lentago</i> , 1-yr. S, 6 to 12 ins.	4.00	30.00

*Less 10 per cent in lots of 5000 or more.

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	Per 100
5000 <i>Euonymus Alatus</i> , 3 to 6 ins., bushy.	\$10.00
3000 <i>Euonymus Alatus</i> , 6 to 12 ins., single.	15.00
2500 <i>Euonymus Alatus</i> , 1 to 2 ft., single.	20.00
1000 <i>Euonymus Alatus</i> , 2 to 3 ft., br.	25.00
1000 <i>Euonymus Alatus</i> , 4 to 6 ft., single.	25.00
100 <i>Euonymus Alatus</i> , 6 to 8 ft., \$5.00 each, B&B	

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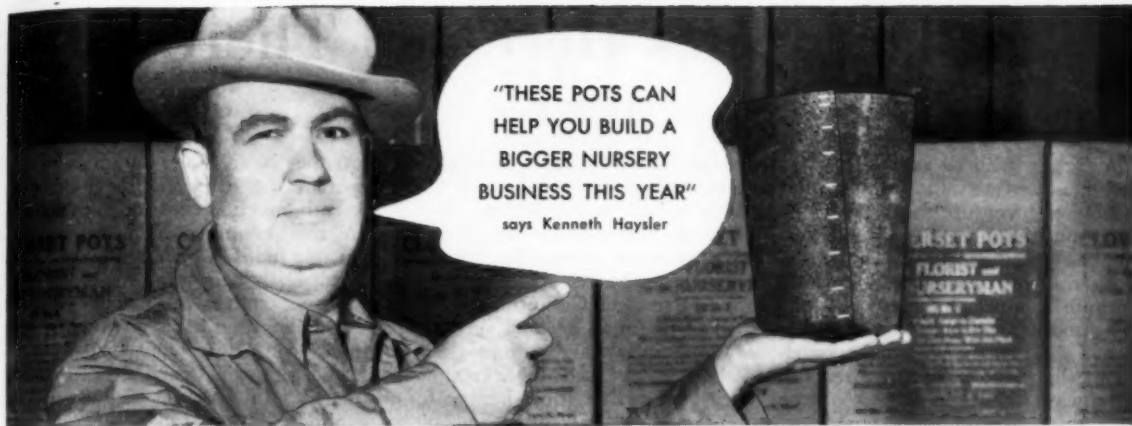
stead. Vernon Ravenscroft, extension forester, talked on "Windbreaks for Your Farm," demonstrating the proper location of shelterbelt plantings to protect farm buildings from winter storms and to ameliorate summer heat. He also showed how windbreaks should be planned, beginning with relatively low-growing material on the windward side and building up to taller-growing material so that the air will be channeled upward and over the buildings.

Anton S. Horn, of the extension horticultural division, talked at some length and showed slides on the use of trees, good lawns and other plantings to develop attractive natural views, to screen out undesirable ones and to bring out good architectural features of the home.

The topic which attracted the most attention was "Roses and Rose Culture for Eastern Idaho," discussed by R. D. Merrill, Pocatello, a practicing attorney as well as a rosarian. His comments on varieties often are found in "The Proof of the Pudding" section of the "American Rose Annual." Soil conditions in the Pocatello area are not too good for roses, he said; so he recommended thorough preparation and fertilization of the ground before planting, the fertilizer to be raked in deep enough so that new roots would not come in immediate contact with it. He insisted on spring planting for that area, deep watering, instead of the daily sprinkle that never soaks the ground, careful pruning and efficient spraying for diseases and pests. He cautioned his hearers to buy rose plants only from reliable growers.

The methods of making and caring for a lawn, including weed control, were covered by Eugene Whitman, extension agronomist, in two talks. He stressed the need for careful grading, particularly where the lawn is to be irrigated by flooding, a common practice in this area. He stated that there should be limited filling along the foundation to insure no seepage into basements. Soils should be kept in good physical condition with ample fertility, so that the soil particles will cling well about the grass seeds. He recommended Kentucky bluegrass for southern Idaho and, if desired, the addition of a limited amount of white clover; it also is sometimes advisable to plant some of the more rapidly germinating grasses to provide some cover before the bluegrass comes up. Weeds should be encouraged to germinate a few times before the

[Continued on page 68.]



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TYPE	Height	Top Diam.	Nearest Clay Pot	Approx. Weight	PRICE		
SPECIAL LIGHT (Packed 200 in carton)				Per 200	Per 200	Per 1000	
No. 0	5 1/2 ins.	5 ins.	6 ins.	25 lbs.	\$5.50	\$25.00	
No. 1	6 1/2 ins.	6 ins.	7 ins.	37 lbs.	7.50	35.00	
No. 2	7 1/2 ins.	7 ins.	8 ins.	50 lbs.	8.50	40.00	
STANDARD HEAVY (Packed 100 in carton; 300 or more at 1000 price)				Per 100	Per 100	Per 1000	
No. 0	5 1/2 ins.	5 ins.	6 ins.	35 lbs.	\$3.25	\$30.00	
No. 1	6 1/2 ins.	6 ins.	7 ins.	52 lbs.	4.50	42.50	
No. 2	7 1/2 ins.	7 ins.	8 ins.	78 lbs.	5.00	47.50	
No. 3	9 ins.	8 ins.	9 ins.	88 lbs.	5.50	52.50	
EXTRA HEAVY (Packed 25 in carton)				Per 100	Per 25	Per 50	Per 75
No. 4	13 ins.	12 ins.		200 lbs.	\$7.00	\$13.25	\$19.75
					Per 100	Per 1000	
					\$23.75	\$210.00	

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Plant Notes Here and There

By C. W. Wood

A Texas reader, who lately has become interested in pistacia as a commercial venture, asks for some notes on the plants, with especial emphasis on their uses and lore to be used in his advertising literature. Because I have never grown a pistacia and know it only from observation, I shall not be able to say much about the plant except in a second-hand way; if I get in water too deep for comfort, attribute it to ignorance. I hope, though, to be of some help in the realm of folklore, as I have gathered some material on pistachio for a projected book on plant legends in general. Let us get the plant part of the question over first.

Pistachio Species.

I suspect the species of most interest to the inquirer would be *Pistacia vera*, from which comes the pistachio nut of commerce. It is native to the Mediterranean regions, extending into Asia. Its native home would tell one that it is hardly only in the more temperate sections of the United States, and experience has shown that it is best suited to rather dry climates. *P. vera* now is grown commercially in this country in a few named varieties, which are propagated by budding or grafting. Many of these named varieties have come from Europe, where the pistachio has long been an article of commerce. Rexford reports that the best nuts formerly came from the island of Sicily, "where wild *P. terebinthus* trees are thinned out and grafted with *P. vera* scions." It is suggested that you get in touch with your state agricultural experiment station to obtain a propagating schedule best suited to your section and to obtain sources of the best named varieties.

It is interesting to note in this connection that among the presents sent by Jacob to Joseph, according to the Bible, in Genesis, chapter 14, verse 11, were pistacia nuts.

The *P. terebinthus* mentioned above has accumulated a great deal of folklore during the centuries since it was mentioned in Genesis, chapter 13, verse 18, which reads, "Then Abram removed his tent and came and dwelt in the plain of Mamre." Modern Hebrew scholars tell us that the early translators had great trouble with the Hebrew word terebinth, sometimes rendering it oak and at other times elm, and that the worst mistranslation was in the

passage quoted above, when they translated it into the word plain. With a full understanding of the Hebrew, the passage would read: "He came and pitched his tent under the terebinth tree at Mamre." As usually seen in California, the tree is no more than a small shrub, but it must grow larger than that in Palestine, because Bible commentators tell us that Judas hanged himself on a terebinth tree. The plant yields a resinous sap, the French terebinthine, from which turpentine formerly was made in the Old World. And the galls, caused by the sting of some insect, are collected by natives of the Mediterranean regions and used in tanning.

Unlike *P. terebinthus*, which is deciduous, *P. lentiscus* is evergreen, normally a shrub, I believe, though references speak of it as a small tree. It is the mastic tree of the ancients. In addition to its use as an evergreen landscape ornament in warm sections, it has, because of its aromatic resinous sap, some economic value in Mediterranean countries, especially on the island of Chios, where it is extensively cultivated. This gum from the tree was formerly, and perhaps is currently, used extensively

in the Near East, supposedly to whiten the teeth and perfume the breath, much as chewing gum is used in this country. Hilderic Friend, writing in his "Corsican Plant Lore," remarks that the gum, "as it is found in commerce resembles tears of shining amber, and being common in the rocky country of Gilead is supposed to be the article carried by the Ishmaelites into Egypt and known as Balm of Gilead." One also reads that a beverage is prepared from this gum. Referring to the common name, mastic tree, it is interesting to note that the Greek lexicon tells us that our word masticate is connected with the name of the tree.

It may be that the inquirer will find *P. mexicana* of value in his work, especially if he is seeking landscape material. I know nothing about it except what I have read, where it is spoken of as "a very ornamental shrub or small tree." Parks, in his

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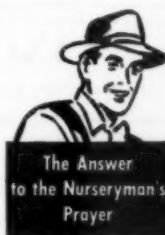


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Terms: Cash with order and packing free; otherwise, 1/3 deposit with order and balance C.O.D. and packing charged. Shipment by express only.

Japanese beetle certification upon request.

	100 rate each		100 rate each
<i>Abella grandiflora</i> , R.C.	\$0.10	<i>Juniperus horizontalis glauca</i> ,	
<i>Althaea syriacus</i> ,		10 to 15 ins., XX, 3-yr.	\$0.35
5 to 10 ins., S, 1-yr.	.03	<i>Juniper, Irish</i> ,	
10 to 20 ins., S, 2-yr.	.05	8 to 12 ins., XX, 2-yr.	.25
<i>Azalea kaempferi</i> ,		12 to 15 ins., XX, 3-yr.	.40
9 to 12 ins., XXX, 3-yr.	.05	<i>Koeleruteria paniculata</i> ,	
<i>Azalea mollis</i> ,		15 to 20 ins., 2-yr.	.25
12 to 15 ins., XXX, 3-yr.	1.00	<i>Laburnum vulgare</i> , S, 1-yr.	.10
<i>Buxus welleri</i> , 4 to 8 ins., X, 2-yr.	.20	<i>Larix europaea</i> , 12 to 24 ins., 3-yr.	.18
<i>Calycanthus floridus</i> ,		<i>Leucothoe cuneata</i> ,	
6 to 10 ins., S, 2-yr.	.05	4 to 6 ins., XX, 3-yr.	.25
10 to 20 ins., S, 2-yr.	.10	6 to 10 ins., XX, 3-yr.	.35
<i>Chamaecyparis filifera aurea</i> ,		<i>Liquidambar styraciflua</i> , S, 1-yr.	.08
6 to 12 ins., X, 2-yr.	.25	<i>Philadelphus virginialis</i> , X, 2-yr.	.15
<i>Chamaecyparis lawsoniana</i> ,		<i>Picea excelsa</i> , 4 to 10 ins., 2-yr.	.10
8 to 12 ins., 2-yr.	.10	<i>Pieris japonica</i> ,	
<i>Chamaecyparis laws. altumi</i> ,		6 to 8 ins., XX, 2-yr.	.45
10 to 15 ins., XX, 2-yr.	.22	<i>Pieris mariana</i> , 8 to 10 ins., X, 2-yr.	.35
<i>Chamaecyparis laws. pendula</i> ,		<i>Pieris mughana</i> , 2 to 3 ins., 2-yr.	.08
10 to 15 ins., 3-yr.	.15	3 to 6 ins., X, 2-yr.	.15
<i>Cotoneaster horizontalis</i> , X, 2-yr.	.20	<i>Pinus nigra</i> , 6 to 10 ins., 2-yr.	.10
<i>Cotoneaster microphylla</i> , 2-yr.	.15	<i>Pinus strobus</i> , 4 to 8 ins., 2-yr.	.08
<i>Cytisus alpinus</i> , S, 1-yr.	.10	<i>Pinus sylvestris</i> , 4 to 8 ins., 2-yr.	.08
<i>Cytisus scoparius</i> , X, 3-yr.	.20	S, 1-yr.	.05
<i>Euonymus carrierei</i> ,		(500 or more at 1000 rate)	.03
4 to 6 ins., X, 1-yr.	.15	<i>Pyracantha lalandi</i> ,	
6 to 12 ins., XX, 2-yr.	.22	6 to 12 ins., X, 2-yr.	.20
<i>Euonymus coloratus</i> ,		<i>Quercus palustris</i> , 6 to 12 ins., 2-yr.	.10
4 to 6 ins., X, 1-yr.	.15	12 to 24 ins., 2-yr.	.15
6 to 12 ins., XX, 2-yr.	.22	<i>Rhododendron hybrid</i> ,	
<i>Euonymus fortunei erectus</i> ,		5 to 8 ins., XXX, 3-yr.	.55
4 to 6 ins., X, 1-yr.	.15	8 to 12 ins., XXX, 3-yr.	.85
8 to 15 ins., XX, 2-yr.	.20	<i>Sophora japonica</i> , 1-yr. adlg.	.08
12 to 18 ins., XXX, 3-yr.	.35	<i>Taxus capitata</i> ,	
<i>Euonymus vegetus</i> ,		6 to 8 ins., XX, 3-yr.	.25
4 to 6 ins., X, 1-yr.	.15	<i>Taxus cuspidata</i> ,	
6 to 8 ins., X, 2-yr.	.20	6 to 10 ins., XX, 2-yr.	.25
8 to 15 ins., XX, 2-yr.	.25	10 to 15 ins., XX, 3-yr.	.35
<i>Ilex crenata</i> ,		<i>Taxus media hatfieldi</i> ,	
3 to 5 ins., X, 1-yr.	.15	4 to 6 ins., XX, 2-yr.	.18
4 to 6 ins., XX, 2-yr.	.22	6 to 8 ins., XX, 2-yr.	.25
6 to 10 ins., XX, 3-yr.	.35	<i>Taxus media hicksi</i> ,	
<i>Ilex crenata bullata</i> ,		4 to 6 ins., XX, 2-yr.	.18
3 to 5 ins., X, 1-yr.	.15	6 to 8 ins., XX, 2-yr.	.25
4 to 6 ins., XX, 2-yr.	.20	<i>Thuja occidentalis</i> ,	
6 to 8 ins., XX, 2-yr.	.25	4 to 6 ins., S, 2-yr.	.10
<i>Ilex glabra</i> ,		6 to 12 ins., XX, 3-yr.	.20
6 to 10 ins., XX, 2-yr.	.30	<i>Thuja occ. elegantissima lutea</i> ,	
12 to 15 ins., XXX, 4-yr.	1.00	6 to 8 ins., XX, 2-yr.	.25
<i>Ilex rotundifolia</i> ,		<i>Thuja occ. globosa</i> ,	
3 to 5 ins., X, 1-yr.	.15	XX, 6 to 8 ins., 2-yr.	.25
4 to 6 ins., XX, 2-yr.	.20	<i>Thuja occ. globosa nana</i> ,	
6 to 8 ins., XX, 3-yr.	.35	4 to 6 ins., XX, 2-yr.	.25
<i>Juniper, Andorra</i> ,		<i>Thuja occ. pilcata</i> ,	
6 to 9 ins., XX, 2-yr.	.25	6 to 10 ins., XX, 3-yr.	.25
9 to 12 ins., XX, 2-yr.	.35	10 to 15 ins., XX, 3-yr.	.35
<i>Juniperus can. aurea</i> ,		<i>Thuja orientalis</i> , 6 to 12 ins., 2-yr.	.10
5 to 8 ins., XX, 2-yr.	.25	<i>Tsuga canadensis</i> ,	
<i>Juniperus glauca hetzi</i> ,		6 to 8 ins., XX, 3-yr.	.20
8 to 10 ins., X, 2-yr.	.25	8 to 12 ins., XX, 3-yr.	.25
10 to 15 ins., XX, 2-yr.	.35	<i>Viburnum opulus</i> , S, 1-yr.	.08
12 to 18 ins., XXX, 3-yr.	.50	12 to 24 ins., 2-yr.	.18

Please order in accordance with our above terms. No Sunday business.

PALLACK BROS. NURSERIES, Inc.

(On Highway 19, 31 mi. north of Pittsburgh, Pa.)

Phone: Zellenople 476-J 21

R.F.D. 1, HARMONY, PA.

TAXUS MEDIA HALLORAN

Past winters have proved this variety to be very well adapted for the middle western climate. We have 1, 2 and 3-year liners to offer.

VERKADE'S NURSERIES

NEW LONDON, CONN.

CLEARFIELD BITUMINOUS COAL CORPORATION

Department of Forests
INDIANA, INDIANA COUNTY, PA.

"Growers of Quality Evergreen Seedlings and Transplants for over 25 years"
WRITE FOR PRICE LIST AND PLANTING GUIDE

NORTHERN COLLECTED EVERGREENS FERNS

PLANTS

SHRUBS

WILLIAM CROSBY HORSFORD
Charlotte, Vermont

Trees, Evergreens, Shrubs Fruit Trees

Write for Our Wholesale Trade List

W. - T. Smith Corporation
Telephone 2689 GENEVA, N. Y.

"Valuable Plants Native to Texas," reports that it grows naturally in that state along the Rio Grande river and that it should do well in all Texas south of Austin. He also says: "It reaches a height of fifteen to twenty feet and produces many small berrylike fruits which are similar to the pistachio nuts of commerce in everything but size." All who have seen it remark about its resemblance to the sumacs, which is to be expected, for pistacia is closely related to rhus.

The Best Onions.

A friend of this column in the east asks that two or three of the best ornamental onions be named. It is a thankless task, I know, to try to select the best of anything, including humans and onions, but after growing scores of kinds of onions, I am about ready to agree with Farrer when he called *Allium narcissiflorum* "the glory of the race." This is a true alpine from high places in Italy, growing in tufts of grassy foliage, from which spring 9-inch stems, bearing umbels of large, vinous-red, or deep rose, according to some, bells in June. That description may not sound specially exciting; if so, it is my fault, for the plant, if seen, would be coveted.

A near approach to *A. narcissiflorum* in general beauty is a species from Turkestan bearing the unwieldy name of *A. astrowskianum*, which has 10-inch stems of deep rose flowers in July.

The most out-of-the-ordinary onion that I have seen is *A. karataviense*, another Turkestan species, coming, it is said, from the high plateaus in the mountains of that section. The remarkable features about this plant are its rosette of broad, metallic, blue-green leaves, much reflexed and unique, so far as I know, and its large spherical heads of dull rose, starry flowers, on 10-inch stems, produced during May. Both Turkestan plants mentioned here should be hardy in most sections of the United States, including the inquirer's Pennsylvania, provided they are given well drained soil in full sun, so that the bulbs can ripen in late summer and not be forced to go into the winter in a semiactive state.

Oxytropis Campestris.

If the inquirer who asked about *Oxytropis campestris* and its varieties will send his full address, I shall be glad to give him a possible source of supply of the variety, *johannensis*, about which he specifically asked. A

GRAFTED STOCK For Spring, 1951, Delivery

	Per 10	Per 100		Per 10	Per 100
<i>Acer palmatum atropurpureum</i>	\$7.00	\$65.00	<i>Magnolia stellata rosea</i>	\$6.50	\$60.00
<i>Acer palmatum dissectum atropurpureum</i>	7.00	65.00	<i>Magnolia stellata rubra</i>	7.00	65.00
<i>Cornus florida alba plena</i>	5.00	45.00	<i>Magnolia stellata, Water Lily</i>	6.50	60.00
<i>Cornus florida rubra</i>	5.00	45.00	<i>Magnolia rustica rubra</i>	7.00	65.00
<i>Cornus florida rubra Prosser</i>	7.00	65.00	<i>Thuja occidentalis douglasii (spiralis)</i>	4.50	40.00
<i>Fagus sylvatica riversii</i>	7.00	65.00	<i>Thuja occidentalis elegantissima</i>	4.50	40.00
<i>Ilex opaca femina</i>	5.00	45.00	<i>Thuja occidentalis lutea, Mary Corey</i>	4.50	40.00
<i>Juniperus chinensis columnaris glauca</i>	5.00	45.00	<i>Thuja occidentalis lutea, George Peabody</i>	4.50	40.00
<i>Juniperus chinensis columnaris viridis</i>	5.00	45.00	<i>Thuja occidentalis nigra</i>	4.50	40.00
<i>Juniperus chinensis keteleeri</i>	5.00	45.00	<i>Thuja occidentalis pyramidalis</i>	4.50	40.00
<i>Juniperus chinensis neoboriensis</i>	5.00	45.00	<i>Thuja occidentalis rosenthalii</i>	4.50	40.00
<i>Juniperus chinensis sargentii</i>	5.00	45.00	<i>Thuja occidentalis wareana (sibirica)</i>	4.50	40.00
<i>Juniperus chinensis sargentii glauca</i>	5.00	45.00	<i>Thuja orientalis aurea nana</i>	4.00	35.00
<i>Juniperus chinensis meyeri</i>	5.00	45.00	<i>Thuja orientalis conspicua</i>	4.00	35.00
<i>Juniperus virginiana burki</i>	5.00	45.00	<i>Thuja orientalis elegantissima</i>	4.00	35.00
<i>Juniperus virginiana canaerti</i>	5.00	45.00	<i>Tsuga canadensis pendula</i>	5.50	50.00
<i>Juniperus virginiana elegantissima</i>	5.00	45.00	<i>Tsuga canadensis pendula, 1-yr. grafts</i>	7.00	65.00
<i>Juniperus virginiana glauca</i>	5.00	45.00	All the above shipped from 2 1/4-inch rose pots.		
<i>Juniperus virginiana globosa</i>	5.00	45.00			
<i>Juniperus virginiana kosteriana</i>	5.00	45.00			
<i>Juniperus virginiana schottii</i>	5.00	45.00			
<i>Juniperus virginiana pyramidiformis hillii</i>	5.00	45.00			
<i>Juniperus sabina Von Ehrh</i>	5.00	45.00			
<i>Magnolia lennei</i>	7.00	65.00			
<i>Magnolia soulangeana</i>	6.50	60.00			
<i>Magnolia soulangeana nigra</i>	6.50	60.00			
<i>Magnolia stellata</i>	6.50	60.00			

Prices are F.O.B. Mountain View, N. J., packing additional at cost. Usual terms to those of established credit. No goods sent C.O.D. unless 25 per cent of amount is sent with order. All this material is listed subject to prior sale and crop conditions.

HESS' NURSERIES

MOUNTAIN VIEW, N. J.

brief note on the plant may not be out of place at this time. By referring to my record of trials for 1932, I find the following on the plant:

An oxytropis which came to me two years ago from northern Maine is showy enough to make its way in gardens if it were made available. I suspect it is the *Aragallus johan-nensis* of Rydberg, which, when put into Gray's Manual would become *Oxytropis campestris johan-nensis*. It grows to about one foot tall, the entire plant covered with fine silky hairs and bearing showy, rose-colored pea flowers in short spikes in early summer. It is as easy to grow as other oxytropis and aragal-lus species if given a gravelly soil.

A Western Windflower.

A task of mine to collect wind-flowers during the 1920's and early 1930's was most enjoyable. It proved a real adventure, for most American kinds were really hard to find. That was nearly a quarter of a century ago, but the same conditions seem, from my correspondence, to prevail at this time, so the task would be just as much of an adventure now as it was then.

One of the greatest joys of that time was when I found *Anemone*

[Continued on page 51.]

LINING-OUT STOCK SPRING, 1951

T—Once Transplanted
TT—Twice Transplanted
TTT—Thrice Transplanted

TT—Twice Transplanted
FR—Field Row

	Per 100	Per 1000
30,000 <i>Althaea</i> , 1-yr. Sdgs.....	\$ 3.50	\$ 27.50
2500 <i>Buxus Newport Blue</i> , 3-yr., TT, FR.....	35.00	300.00
7500 <i>Cornus Kousa</i> , 2-yr., T, FR.....	20.00	150.00
1500 <i>Cornus Kousa</i> , 3-yr., T, FR.....	35.00	300.00
15,000 <i>Cydonia Japonica</i> , 1-yr., Sdgs.....	3.50	27.50
3500 <i>Cydonia Japonica</i> , 2-yr., T, FR.....	8.50	75.00
525 <i>Euonymus Radicans Carrierei</i> , 2-yr., TT, FR.....	35.00	300.00
6000 <i>Leucothoe Catesbaei</i> , 2-yr., T.....	20.00	150.00
3000 <i>Picea Canadensis Alba</i> , 3-yr., TT, FR.....	25.00	200.00
25,000 <i>Pieris Japonica</i> , 1-yr., T.....	8.50	75.00
15,000 <i>Pieris Japonica</i> , 3-yr., TT.....	30.00	250.00
15,000 <i>Pieris Japonica</i> , 5-yr., TTT, FR.....	50.00	450.00
2000 <i>Pinus Mughus</i> , 4-yr., T, FR.....	30.00	250.00
75,000 <i>Rosa Multiflora Japonica</i> , 1-yr. Sdgs., 2 to 3 mm.....	2.50	15.00
150,000 <i>Rosa Multiflora Japonica</i> , 1-yr. Sdgs., 3 to 6 mm.....	3.50	25.00
6500 <i>Taxus Cuspidata</i> , 4-yr., TT, FR.....	45.00	400.00
2500 <i>Taxus Cuspidata Nana (Brevifolia)</i> , 2-yr., T.....	30.00	250.00
3500 <i>Taxus Media Hatfieldi</i> , 2-yr., T.....	30.00	250.00
5000 <i>Taxus Media Hatfieldi</i> , 4-yr., TT, FR.....	45.00	400.00
4000 <i>Taxus Media Hatfieldi</i> , 5-yr., TT, FR.....	70.00	600.00
2500 <i>Taxus Media Hicksi</i> , 2-yr., T.....	30.00	250.00
4000 <i>Taxus Media Hicksi</i> , 4-yr., TT, FR.....	45.00	400.00
4000 <i>Taxus Media Hicksi</i> , 5-yr., TT, FR.....	70.00	600.00
2000 <i>Thuja Occidentalis Nigra</i> , 3-yr., TT, FR.....	40.00	350.00
2000 <i>Thuja Occidentalis Pyramidalis</i> , 2-yr. grafts, FR.....	70.00	600.00
5000 <i>Thuja Orientalis Aurea Nana (Biota)</i> , 2-yr. grafts, FR.....	60.00	500.00
25,000 <i>Wistaria Sinensis</i> , 1-yr. Sdgs.....	3.50	27.50

Samples mailed on request.

BOULEVARD NURSERIES

NEWPORT, RHODE ISLAND

Trade Meetings

MASSACHUSETTS MEETS.

A review of five major activities in the past year was heard by representatives of eighteen nursery firms which answered roll call when President Homer Dodge called to order the forty-second annual meeting of the Massachusetts Nurserymen's Association January 9 at the Hotel Kenmore, Boston.

The accomplishments for the year include the sponsoring of a garden school at the Waltham field station, cooperation with the National Landscape Nurserymen's Association in changing the horticulture curriculum at the University of Massachusetts, participation in the "Plant America" program, sponsoring of summer and fall meetings and encouragement of Massachusetts nurserymen to join the New England Nurserymen's Association and the American Association of Nurserymen in order to derive benefits from both.

The treasurer's report was read by Charles Godin and referred to an auditing committee composed of Edward Mezzitt, Clifford Corliss and Sterling Myrick.

All officers and members of the board of directors were reelected for the coming year. They are Homer Dodge, Landscape Service Co., Framingham, president; Harold D. Stevenson, Bay State Nurseries, North Abington, vice-president; Dr. C. J. Gilgut, Waltham field station, secretary, and Charles A. Godin, Adams Nursery, Inc., Westfield, treasurer. Dr. Gilgut was not present at the meeting because of illness; so the group sent him a basket of fruit. Heinrich Rohrbach, Heatherfells Nursery, Andover; Harold Atwater, Atwater Nurseries, Agawam, and Luke C. May, Lexington Nurseries, Lexington, were named to the board of directors.

In the first talk of the morning, J. Cooke White, of Frost & Higgins Co., Arlington, Mass., spoke on "Direct-mail Advertising, an Effective Method of Selling." He reviewed ways and means of mail advertising and stressed the importance of a good mailing list and an immediate follow-up when requests result from this medium. He also gave facts and figures on this type of advertising done today to prove its value to the nurseryman.

Guest speaker at the luncheon was H. C. Baldwin, of Babson Reports, Inc., Wellesley Hills, Mass., who

spoke on "Economic Trends." Mr. Baldwin, who has been a statistician with this firm for twenty-seven years, made predictions on business for 1951, pointing out that Americans, generally speaking, have a fear complex in regard to an immediate disaster in this country, which he believes is entirely unfounded.

His opinion was that Americans would be in for higher taxes, less household and nonessential defense items and possibly some rationing before the end of the year. He prophesied, however, that there would be no immediate attack by an aggressor and that there would be prosperous times ahead.

A movie on "Life of the Soil," presented by H. T. Wadsworth, of Swift & Co., gave nurserymen a better understanding of what elements their stock takes out of the soil and how to replace them with cover crops and fertilizers.

In reporting for the membership committee, Charles Godin stated the

association now has forty-five members. It was decided to hold summer and fall meetings, the dates and places of which will be determined by the executive committee. Fullest cooperation in the "Plant America" program, sponsored by the A. A. N., was voted, and the president will appoint a committee of three to organize a "Plant Massachusetts" program, and an expenditure up to \$100 was authorized for the program. The president also will appoint an educational committee to work with the state university, field station and extension service to improve the present curriculum in nursery courses.

After the reading of an appropriate resolution from a committee composed of Harold Atwater, chairman; T. Fowler, and G. Heurlin, a moment's silence was observed in memory of the deaths of Robert Trask, Theodore Borst, James Geehan and J. J. McManmon.

C. A. Godin, Treas.

CONNECTICUT MEETING.

Seven winners in a 4-H home and beautification project, sponsored by the Connecticut Nurserymen's Asso-

ILEX BULLATA

One of the new varieties of Jap. Holly in great demand. It has small, shiny, convex leaves. Grows rapidly at first, then slows down. Shears well. It can be used in sun or shade and contrasts well with both broad-leaved and narrow-leaved evergreens. It makes the finest low evergreen hedge. Easy to grow, and faster than yews. Sells on sight.

4 to 6 ins., 2-yr., T. \$15.00 per 100
6 to 8 ins., 2-yr., T. \$20.00 per 100.

ALANWOLD NURSERY
NESHAMINY, Bucks Co., PA.

ORNAMENTAL EVERGREENS

Trees & Shrubs

BAGATELLE NURSERY

P. O. Huntington Station, N. Y.

HEMLOCK

Rhododendron — Kalmia

Azalea

CURTIS NURSERIES

CALLICOON, N. Y.

ORNAMENTAL STOCK

Abelia Grandiflora
Abelia Sherwoodi
Berberis T. Atropurpurea
Cotoneaster Horizontalis
Ilex C. Rotundifolia
Retinospora, in variety
Taxus Cuspidata
Taxus Hicksi

Many other items.
Let us quote your want list.

DEL-MAR-VA NURSERIES
LINCOLN, DELAWARE

EVERGREENS and SHRUBS

ROOTED CUTTINGS and TRANSPLANTS

Write for complete list.

ESHAM'S NURSERIES
Frankford, Del.

"A friendly, efficient sales service"

E. D. ROBINSON
SALES AGENCY
38 So. Elm St. P. O. Box 285
WALLINGFORD, CONN.

Representing
Adams Nursery, Inc.
Bristol Nurseries, Inc.
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A complete line of well grown hardy plant material
Evergreens and Lining-out Stock

KRIEGER'S WHOLESALE NURSERY

BRIDGMAN, MICHIGAN

Telephone 22

SMALL FRUITS

These prices cancel all previous Lists and are subject to change without notice. 250 or over at 1000 rate. Boxing at cost. All prices F.O.B. Bridgman. Usual terms.

GRAPES			RED RASPBERRIES		
	Per 100	Per 1000		Per 100	Per 1000
Concord, 2-1	\$10.00	\$ 80.00	Latham, transplants	\$ 7.50	....
Concord, 1-1	9.00	60.00	Latham, 1-yr. No. 1	6.00	....
Niagara, 2-1	11.00	90.00	Chief, transplants	7.00	\$ 60.00
Niagara, 1-1	9.00	70.00	Chief, 1-yr. No. 1	5.50	45.00
Catawba, 2-1	11.00	90.00	Sunrise, transplants	7.00	60.00
Catawba, 1-1	9.00	70.00	Sunrise, 1-yr. No. 1	5.50	45.00
Fredonia, 2-1	11.00	90.00	Indian Summer, transplants	8.00	70.00
Fredonia, 1-1	9.00	70.00	Indian Summer, 1-yr. No. 1	6.50	65.00
Delaware, 2-1	14.00	120.00	St. Regis, transplants	7.00	60.00
Delaware, 1-1	11.00	90.00	St. Regis, 1-yr. No. 1	5.50	45.00
Van Buren, 2-1	22.00	....		
Van Buren, 1-1	16.00	....	BLACK RASPBERRIES		
Sheridan, 1-1	11.00	....	Cumberland, trans. No. 1	8.00	70.00
BLACKBERRIES			Cumberland, trans. No. 2	6.50	55.00
Eldorado, transplants	6.50	55.00	Cumberland, tips, No. 1	4.50	35.00
Eldorado, No. 1, r.c.	5.00	40.00	Logan, trans. No. 2	8.00	70.00
Alfred, transplants	6.50	55.00	Logan, tips, No. 1	4.50	35.00
Alfred, No. 1, r.c.	5.00	40.00	Morrison, trans. No. 1	9.00	80.00
Early Harvest, No. 1, r.c.	5.00	40.00	Morrison, trans. No. 2	7.50	65.00
BOYSENBERRIES and DEWBERRIES			Morrison, tips, No. 1	5.00	40.00
Boysenberry (Common), No. 1 tips	5.50	45.00	PURPLE RASPBERRIES		
Boysenberry (Thornless), No. 1 tips	5.50	45.00	Sodus, No. 1, tips	5.50	45.00
Lucretia Dewberry, No. 1 tips	5.50	40.00	ASPARAGUS		
CURRANTS			Paradise and Washington	4.00	30.00
Wildier, 2-yr. heavy	15.00	130.00	2-yr. heavy	2.50	18.00
Wildier, 2-yr. No. 1	12.00	100.00	1-yr. No. 1	1.70	12.00
Wildier, 1-yr. No. 1	7.00	60.00	VICTORIA RHUBARB		
Red Lake, 2-yr. No. 1	16.00	....	Whole Roots		
Red Lake, 1-yr. No. 1	12.00	....	1 1/2-in. and up	8.00	75.00
GOOSEBERRIES			1 to 1 1/2-in.	5.50	50.00
Downing, 2-yr. No. 1	25.00	....	3/4 to 1-in.	4.00	35.00
Houghton, 2-yr. No. 1	25.00	....	1/2 to 3/4-in.	3.00	25.00
Champion, 2-yr. No. 1	25.00	....	RED RHUBARB		
BLUEBERRIES			Canada Red, No. 1 divisions	40.00	350.00
Prices of Blueberries, Rubel, Jersey			McDonald, No. 1 divisions	30.00	250.00
Each Per 10 Per 100 Per 1000			HORSE-RADISH		
2-yr. 9 to 12 ins., bearing age	\$0.40	\$3.50	Cuttings, 4 to 6 ins.	3.00	20.00
3-yr. 12 to 18 ins., bearing age	.55	5.00	Whole Roots	5.00	40.00
4-yr. 18 to 24 ins., bearing age	.75	7.00			

Write for Special Quotations on Quantity Lots.

ciation last year, were awarded their prizes at the annual meeting of the nurserymen's group January 11 at Waverly Inn, Cheshire.

The winner in each county was awarded a \$10 cash prize, and the state winner received an additional \$25 prize. The seven young guests were accompanied at the meeting by Owen Trask, department of horticulture, University of Connecticut, at Willimantic. The association voted to continue the program.

Eben T. Hall, Scott's Nurseries, Bloomfield, was advanced from vice-president to president, succeeding Robert Bennerup, Sunny Border, Inc., Kensington. Other officers elected for the year are Richard Van Heiningen, Van Heiningen Nursery, Deep River, vice-president, and Arthur C. Bird, Bristol Nurseries, Inc., Bristol, secretary-treasurer. Mr. Bird has held this office for twelve years. Elected to the executive committee were Robert Bennerup, chairman; Erwin Whitham, Manchester; Edward Kelley, Stephen Hoyt's Sons Co., New Canaan, and John Brouwer, Brouwer's Nurseries, New London. Installation of officers was conducted by Louis Vanderbrook, Vanderbrook Nurseries, Manchester.

Members heard a report that the

LINING-OUT STOCK

	Per 100
Cornus Florida, 1-yr. sdgs. grafting size	\$ 6.00
Cotoneaster Dielsiana, 1-yr. sdgs.	15.00
Cotoneaster Divaricata, 1-yr. sdgs., 6 to 10 ins.	10.00
Cotoneaster Horizontalis, 1-yr. sdgs.	12.00
Fagus Sylvatica Riversi (Rivers Purple Beech), 2-yr. grafts, 10 to 15 ins.	125.00
Juniper, Hill's Pyramidiformis, 1-yr. grafts, 8 to 12 ins.	65.00
Juniper, Keteleeri, 1-yr. grafts, 8 to 12 ins.	65.00
Juniper, Meyeri, 1-yr. grafts, 8 to 12 ins.	65.00
Lilac, 2-yr. grafts, in variety, SPECIAL	25.00
Magnolia Soulangiana, 2-yr. tr. cuttings, 12 to 18 ins.	75.00
Prunus Tomentosum, 1-yr. tr., 10 to 18 ins.	15.00
Thuja Pyramidalis, 1-yr. grafts, 10 to 15 ins.	50.00
Thuja Pyramidalis, 2-yr. grafts, 18 to 24 ins.	75.00
Viburnum Burkwoodi, heavy 1-yr. tr. cuttings	60.00
Vitex Macrophylla (true), 1-yr. tr.	25.00
Wistaria Chinensis (blue), 2-yr. grafts	50.00
Wistaria Rosea (pink), 2-yr. grafts	50.00

C. HOOGENDOORN

TURNER ROAD

NEWPORT, R. I.

PRINCETON NURSERIES



Headquarters for Quality Ornamental Stock

Send us your want list.

PRINCETON NURSERIES

Princeton, New Jersey
Phone: Princeton 1776

EVERGREEN LINERS

Taxus—Illex Convexa—Hemlock

Heavy transplants and rooted cuttings.

Trade list mailed on request.

BROOKFIELD GARDENS

Rt. 6

DELAWARE, N. J.

LINERS

Ask for list.

BROUWER'S NURSERIES

Box 25 NEW LONDON, CONN.

EVERGREENS

Seedlings and Transplants

For Spring, 1951

Write for price list.

SUNCREST EVERGREEN NURSERIES

JOHNSTOWN, PA.

association now includes ninety-seven firm members, seven associate members and nineteen junior members.

Edward Kelley, Stephen Hoyt's Sons Co., New Canaan, said that winter storm damage to trees was especially heavy in his area.

Dr. Richard P. White, executive secretary of the American Association of Nurserymen, was the after-dinner speaker. He pointed out that the Connecticut group was the first to launch a state-planting program to further the "Plant America" program; now ten other states have launched similar programs. Dr. White also described planting for climate control as a practical idea and suggested that nurserymen should develop it further.

He also referred to the group insurance plan now being developed by the A. A. N., stating it probably would be in operation by July.

In view of the present war situation, he reminded members that the labor market is tight now and will be tighter. He also told nurserymen to build up a full, normal working inventory of all materials needed. In conclusion, he reminded the group that, because there will be a scarcity of many things for the homeowner, nursery stock should be more and more in demand.

Arthur Bird, Sec'y.

ILLINOIS GROWERS ELECT.

At a recent meeting of the Ornamental Growers' Association of Northern Illinois, Victor E. de St. Aubin was succeeded in the office of president by John Tures, of Matt Tures & Sons Nursery, Des Plaines, who had been chairman of the advertising committee. John Fiore, of Charles Fiore Nurseries, Prairie View, was elected vice-president, and Edward P. Eickhof, of Eickhof Landscape Nursery, Chicago, treasurer. William B. Hagen, of Golf Nursery, Northbrook, was continued as secretary, an office he has filled since the organization was formed.

The thirteen charter members have recently been augmented by another half dozen or more. The organization is composed of individuals or firms that are members of the Illinois State Nurserymen's Association and the American Association of Nurserymen and who are growers of nursery stock to the extent of ten acres or more. Their promotional work is in behalf of locally grown stock, and some of the effective newspaper advertising done in the past year has been reproduced in an

Get to Know Leghorn's For Your Quality Evergreens

Growing a fine line of specimen evergreens in choice varieties, specializing in well filled out, landscape-size, upright yews.

Write us for prices.

LEGHORN'S EVERGREEN NURSERIES

Geer Street

CROMWELL, CONN.

POTTED GRAFTS FOR SPRING 1951

	Per 100
Cornus Florida Alba Plena.....	\$45.00
Cornus Florida Rubra.....	45.00
Cornus Florida Pendula.....	45.00
Fagus Sylvatica Riversi (Purple Beech).....	65.00
Magnolia Soulangeana.....	60.00
Magnolia Soulangeana Nigra.....	60.00
Pinus Cembra.....	50.00
Pinus Strobus Nana.....	50.00
Pinus Strobus Pendula.....	50.00
Thuja Occidentalis Douglasi (Spiralis).....	40.00
Thuja Occidentalis Elegantissima.....	40.00
Thuja Occidentalis Lutea (George Peabody).....	40.00
Thuja Occidentalis Nigra.....	40.00
Thuja Occidentalis Pyramidalis.....	40.00
Thuja Occidentalis Rosenthalii.....	40.00
Thuja Occidentalis Wareana (Sibirica).....	40.00
Tsuga Canadensis Heterophylla.....	40.00
Tsuga Canadensis Mertensiana Compacta.....	40.00
Tsuga Canadensis Sargentii.....	45.00
Wistaria Multijuga (Lavender).....	50.00

No packing charges. 25 per cent deposit on all C.O.D. orders.

Complete list of liners on request.

VAN DINE NURSERY

Berdan Ave., R. D. 4

Peackness, Paterson, N. J.

earlier issue of this magazine. About \$8,000 was spent on newspaper space the past season. The advertising committee for the ensuing year is composed of Roger Leesley, chairman; Victor E. de St. Aubin, R. C. Knupper and William McReynolds.

TULSA MEETING.

Members of the Tulsa Nurserymen's Association met January 11 at Pride's cafeteria, Tulsa, Okla. Mrs. Clark, representing the Tulsa Garden Club, inquired as to the availability of dogwood, as her club wishes to promote more plantings of it. She was assured that nurseries have adequate supplies on hand to fulfill the

needs of the program. The next meeting of the association will be February 13. R. W. C.

FIRE Christmas week at Waynesboro Nurseries, Waynesboro, Va., destroyed a large barn, resulting in the loss of twenty of the forty purebred Angus cattle in it as well as some equipment and supplies, according to E. M. Quillen.

CAPT. JOHN SIEBENTHALER is in south Korea, with no ill effects from frostbite received during the campaign in the north, according to report received by his parents, Mr. and Mrs. John D. Siebenthaler, Dayton, O.

NORTHERN-GROWN LINING-OUT STOCK

Betula papyrifera	Per 100	Per 1000
1 to 2 ft.	\$ 6.00	\$50.00
2 to 3 ft.	8.00	70.00
3 to 4 ft.	25.00	
4 to 6 ft.	40.00	

Clethra alnifolia	Per 100	Per 1000
6 to 18 ins.	6.00	50.00

Ilex verticillata	Per 100	Per 1000
1 to 2 ft.	6.00	50.00

Syringa vulgaris	Per 100	Per 1000
1 to 2 ft.	6.00	50.00

Viburnum cassinoides	Per 100	Per 1000
1 to 2 ft.	6.00	50.00

EVERGREENS

Abies balsamea	Per 100	Per 1000
4 to 8 ins.	4.00	25.00
8 to 12 ins.	8.00	60.00

Thuja occidentalis	Per 100	Per 1000
6 to 9 ins.	4.00	25.00
6 to 12 ins.	5.00	40.00

Tsuga canadensis	Per 100	Per 1000
4 to 8 ins.	4.00	20.00
8 to 12 ins.	6.00	50.00

EVERGREEN TRANSPLANTS

Thuja occidentalis	Per 100	Per 1000
6 to 9-in. trans.	8.00	75.00

Tsuga canadensis	Per 100	Per 1000
4 to 8-in. trans.	12.00	100.00
8 to 12-in. trans.	18.00	
12 to 15-in. trans.	30.00	

The above stock is first-quality collected lining-out stock, except as otherwise noted. Send for complete list of Hardy Native Ferns, Lilies, Orchids, Wild Flowers, Trees, Shrubs and Evergreens.

ISAAC LANGLEY WILLIAMS

P. O. Box 352
EXETER, NEW HAMPSHIRE

LINING-OUT STOCK

in wide assortment

Hardy Azaleas, Pink Dogwood, Jap. Red Maples, Old English Boxwood, Lilacs (French Hyb.), Evergreens, etc., in 1, 2 and 3-yr. transplants, at competitive prices. Write for list.

DEERFIELD NURSERIES

DEERFIELD STREET P. O., N. J.



20 MILLION TREES A YEAR!

Complete line of Nursery Stock—Evergreen Seedlings and Transplants, Hardwood Seedlings, Fruit, Shade and Nut Trees, Roses, Berries, Shrubs and Rhododendrons.

MUSSER FORESTS, Inc.
Indiana, Pa.

COVER ILLUSTRATION.

Amorpha Canescens.

Amorpha canescens, the lead plant, is a low subshrub, about three feet in height, with interesting foliage and flowers. The plant is native to the territory extending from Saskatchewan to Indiana, Louisiana, Texas and New Mexico. It was introduced into cultivation in 1812.

The generic name, *amorpha*, is taken from the Greek word *amorphos*, meaning deformed, and refers to the fact that the flowers are deformed and do not have all the parts characteristic of the leguminosae, the family to which it belongs. The specific name, *canescens*, means gray pubescent and refers to the gray hairy condition of the leaves and branches.

The branches of the lead plant are somewhat angled and densely grayish hairy. The leaves are borne alternately on the stem and are pinnately compound with an odd number of leaflets. The leaves are composed of fifteen to forty-five nearly sessile leaflets that are one-third to three-quarters of an inch in length. They are oval-oblong in outline and densely grayish hairy on both sides.

The outstanding characteristic of the lead plant is the blue flowers borne in dense spikes in July. As the cover picture shows, the attractive flowers are borne at the ends or from the upper portion of the current season's growth. The flower spikes are up to six inches in length and make a pleasing combination with the gray foliage. The fruit is a pod without ornamental value.

The lead plant is adaptable to a wide range of soil conditions. It does well in poor, dry soils and sunny situations. There is some indication that it does best in soils that are only slightly acid to those of alkaline in reaction. The plant requires considerable pruning to keep it refined and is often best handled by being cut nearly to the ground each spring. Propagation can be accomplished by seeds or cuttings.

While the lead plant is not a refined shrub, its outstanding characteristics of foliage and flower warrant its restricted rise in herbaceous perennial borders and for facing larger shrubs in the shrub border.

L. C. C.

HENRY HOHMAN, Kingsville Nurseries, Kingsville, Md., has been confined to his home by an attack of phlebitis.

FLOWER SEEDS

IN BULK—FRESHLY PACKED

ALYSSUM

argenteum Yellow Tuft	1/2 oz.	\$0.45
montanum, yellow	1/2 oz.	.45
saxatile compactum Gold Dust	1/2 oz.	.30
saxatile luteum (citrinum)	1/2 oz.	.75

AQUILEGIA

alpina, blue	1/2 oz.	.45
caerulea Rose Queen	1/2 oz.	.30
caerulea, skyblue	1/2 oz.	.35
caerulea White Queen	1/2 oz.	.45
canadensis, old rose with yellow	1/2 oz.	.45
chrysantha Golden Columbine	1/2 oz.	.35
chrysantha Silver Queen	1/2 oz.	.35
clemeatilla	1/2 oz.	.30
Crimson Star	1/2 oz.	.70
Dobbies Imp., long-spurred	1/2 oz.	
hybrids, mixed	1/2 oz.	.50
flabellata nana, white	1/2 oz.	.90
japonica	1/2 oz.	1.10
long-spurred hybrids Blue Shades	1/2 oz.	
Copper Queen, Orange & Scarlet	1/2 oz.	
Pink Shades or white	1/2 oz.	.55
long-spurred hybrids, mixed	1/2 oz.	.45
longissima, pale yellow	1/2 oz.	1.60
Mrs. Scott Elliott's long-spurred	1/2 oz.	
hybrids, mixed	1/2 oz.	.65
vulgaris, double, mixed	1/2 oz.	.25
vulgaris, single, mixed	1/2 oz.	.25

BELLIS

perennis, double, Longfellow or Snowball	1/2 oz.	.25
perennis monstroca, double, crimson, rose, white or mixed	1/2 oz.	.30
perennis monstroca tuberosa Etna, red	1/2 oz.	.30
perennis monstroca Monterosa, rose	1/2 oz.	.30
perennis monstroca Bernina, white	1/2 oz.	.30

CARNATION

Chabaud's Imp., cardinal-red (Sparkler), crimson (Nero), deep rose, salmon-rose (Legion of Honor), white (Jeanne D'Alba), yellow (Marie Chabaud) or violet	each 1/4 oz.	.60
Grenadin, Black King, Cardinal Red, Golden Sun, Rose Queen, Snow White, Triumph Pink or White gold	each 1/4 oz.	.45
Grenadin, mixed	1/4 oz.	.45
Grenadin, dwarf, double, scarlet	1/4 oz.	.45

DELPHINIUM

Belladonna, light blue	1/4 oz.	.40
Belladonna Clivedon Beauty	1/4 oz.	.45
Belladonna, light blue, improved	1/4 oz.	.65
Belladonna, dark blue	1/4 oz.	.45
Blackmore & Langdon hybrids, mixed	1/4 oz.	.45
Cardinal, scarlet	1/4 oz.	.55
Chinensis, dwarf, butterfly-blue	1/4 oz.	.35
Chinensis, dwarf, white	1/4 oz.	.35
Chinensis, tall, dark blue	1/4 oz.	.35
Chinensis, tall, white	1/4 oz.	.35
formosum, deep blue	1/4 oz.	.35
Gold Medal hybrids	1/4 oz.	.40
Iceberg, pure white	1/4 oz.	.40
Lamarine	1/4 oz.	.60
Nudicaule, scarlet	1/4 oz.	.55
trollifolium	1/4 oz.	1.00
Wrexham (Hollyhock fl.), mixed	1/4 oz.	.75

Pacific Giant Hybrids

Black Knight, dark blue, dk. B.	1/4 oz.	1.50
Blue Bird, clear medium blue, white B.	1/4 oz.	1.50
Bluejay, clear med. blue, dark B.	1/4 oz.	1.50
Cameliard, pure lavender, wh. B.	1/4 oz.	1.50
Galahad, glistening white, white B.	1/4 oz.	1.50
Guinevere, light pinkish-lavender, white B.	1/4 oz.	1.50
King Arthur, dark violet, white B.	1/4 oz.	1.50
Lancelot, clear lilac self, white B.	1/4 oz.	1.50
Percival, white, black B.	1/4 oz.	1.50
Summer Skies, clear light blue, white B.	1/4 oz.	1.50
mixed	1/4 oz.	.90

PANSY

Trimarceau, mixed	1/2 oz.	.70
Swiss Giants		
Alpenglow, cardinal red	1/2 oz.	1.50
Berna, dark, velvety violet-blue	1/2 oz.	1.50
Blue Adria, marine blue	1/2 oz.	1.50
Blumiscap, rose	1/2 oz.	1.85
Coronation Gold, pure yellow	1/2 oz.	1.70
Flame, bronze	1/2 oz.	1.50
Jungfrau, pure white	1/2 oz.	1.50
Lake of Thun, marine blue	1/2 oz.	1.50
Orange, apricot, deep orange	1/2 oz.	1.70
center	1/2 oz.	1.70
Rheingold, canary-yellow, brown blotches	1/2 oz.	1.50
Silverbride, silver-white with pink blotches	1/2 oz.	1.50
Wine Red	1/2 oz.	1.50
mixed	1/2 oz.	1.35
dwarf mixed	1/2 oz.	1.50

HERBST BROTHERS

92 Warren St., New York 7, N. Y.

OBITUARY

Edward Teas, Sr.

Edward Teas, Sr., one of the foremost nurserymen in the southwest, died January 11 at his home at Houston, Tex., following a brief illness. He was 80.

Mr. Teas was the originator of several varieties of shrubs and trees which have come to be widely planted. Notable among them are Teas weeping mulberry, Teas Japanese catalpa and Teas white-flowering redbud. He was also credited with many major landscaping projects in the Houston area.

He was raised in an environment of horticultural work. His father, the late John C. Teas, in 1834 operated a nursery in Indiana and moved the establishment in 1868 to Carthage, Mo. Following his school days at the old Carthage Collegiate Institute, Edward Teas established a nursery and greenhouses at Joplin, Mo., where he also took up the work of landscape development. In 1910 he moved his company to Houston, Tex., and within three years had half a million young trees under cultivation, including budding stocks.

He also put to work his landscaping experience on an area known as Westmoreland Farms, which at the time was a barren, treeless prairie. The new development was transformed into the Bellaire district, with thousands of trees. Later he did the original planting of the grounds of Rice Institute, at Houston, and landscaped many estates at River Oaks, Wichita Falls, Dallas, Beaumont and other cities in Texas.

Mr. Teas had been actively engaged in forwarding the establishment of the Texas Botanical Garden and Arboretum at Houston. For many years he was a member of the committee on botanical gardens and arboretums, of the American Association of Nurserymen. In 1949 he was elected to membership in the Royal Horticultural Society of England and honored at the convention of the Louisiana State Nurserymen's Association for his lifelong work in furthering the nursery industry. He also served as vice-president of the Southwestern Nurserymen's Association and was the first president of the Houston Orchid Society, of which he also was an honorary life member.

Teas Nursery Co. will be continued by his four sons, Fred, Paul,

STASSEN'S "ORDER-AS-YOU-SELL" BULB PLAN BRINGS BIG PROFITS — INCREASES SALES

YOUR OWN IMPRINTED 4-COLOR CATALOG PLUS COMPLETE SELLING PLAN

Liberal Discount

Write for the famous "Stassen Sales Plan" for Summer-flowering Bulbs—the privileges of buying only needed stock—we ship your orders direct to your customers under your OWN label—no waste, no guess work, no risk, good profits—your own catalog of most popular bulbs, plus free dealer helps for counter sales.

You only stock sufficient bulbs desired for over-the-counter sales and pickup orders. This eliminates leftover stock, purchase and delivery problems. No risk—no bother.

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STASSEN FLORAL GARDENS, INC., Box 31, Roslyn Heights, N.Y.



Entirely new beautiful 6-page DEALER-IMPRINTED CATALOG—exquisitely printed in full color. Folds to self-mailer. (See above.)

Each Page 9 x 11 1/4 ins.

PRICES:

\$45.00 per 1000 with imprint.
25.00 for 500 with imprint.
5.00 per 100 without imprint.

ROSA MULTIFLORA

**For immediate sale and delivery in February
or March 50,000 thorny, upright Japonica
seedlings with plenty of fibrous roots.**

9 to 12 ins., **\$19.00** per 1000. 12 to 18 ins., **\$25.00** per 1000.
18 to 24 ins., **\$33.00** per 1000.

Remittance with order entitles you to free packing; F. O. B. Rutherford.

Their heavy root system right up to the crown makes these seedlings suitable for living fences, hedge and barrier plantings.

Bobbink & Atkins

Rose Growers and Nurserymen since 1898

Paterson Avenue

East Rutherford, N. J.

Ben and Edward, Jr. The company now has nurseries in Harris, Fort Bend, Montgomery and Brazoria counties, with large greenhouses at the home establishment at Bellaire.

Other survivors include his widow and two daughters, Mrs. F. M. Austin, of Houston, and Mrs. L. F. Signor, of Abilene.

Ernest F. Coe.

Ernest F. Coe, father of the movement which established Florida's Everglades National park, died January 1 in a Coral Gables, Fla., hospital at the age of 84.

Mr. Coe, who had spent twenty years in the movement to make the Everglades America's third largest

national park, a month before his death had finished a story about the park, an account of which appeared recently in the Saturday Evening Post.

Born at New Haven, Conn., March 21, 1866, he was graduated from the school of fine arts at Yale University, New Haven, in 1887. He was active as a landscape architect at New Haven and was a member of the committee on national state parks of the American Society of Landscape Architects.

In 1925, after selling his nursery business, he went to Miami with his wife and settled at suburban Coconut Grove, with the intention of continuing his work as a landscape architect.

During the next three years, he made frequent trips to the Everglades and was shocked to discover its rare birds being killed, its orchids uprooted and its deer, turkey and other game near extinction.

As a result, in 1928 he organized the Tropic Everglades National Park Association with the purpose of making the area a national park. The park was formally dedicated nineteen years later, in December, 1947, by President Truman.

Mr. Coe was awarded the George Robert White medal of honor, the highest horticultural award in the United States, and the Fairchild Tropical Garden's Thomas Barbour medal for his work. At the 1946 meeting of the American Association of Nurserymen at Miami, Fla., a resolution recognizing the importance of Mr. Coe's work was passed. Through the resolution Mr. Coe also was made an honorary member of the A. A. N.

Mr. Coe's wife, Anna, died in 1941. The only surviving relative is a nephew, Edward Coe, Brooklyn, N. Y.

Albert D. Taylor.

Albert D. Taylor, a leading landscape architect at Cleveland, O., and author of "The Complete Garden," a reference book used by many landscape nurserymen, died January 8 at his home at Cleveland. He was 67.

Born at Carlisle, Mass., he moved to Cleveland in 1914 to form his own company. A member of the Cleveland city planning commission from 1921 to 1941, he also was widely known for his landscape projects for Boys' Town, Omaha, Neb.; the Pentagon building, Washington, D. C., and Cleveland's Forest Hills Park subdivision.

A former president of the American Society of Landscape Architects, Mr. Taylor was for many years a consultant to state and federal agencies in various landscape projects. He organized the landscape architecture department at Ohio State University.

Survivors include his widow, Mrs. Genevieve Brainard Taylor, and a son, Charles.

John G. Madinger, Sr.

John G. Madinger, Sr., operator of Pine View Nursery, Zanesville, O., died December 25, in the Benson rest home, Zanesville, where he had been a patient since November 15. He had been in declining health for eighteen months previous to his confinement in the home.

Born seventy-four years ago at Balzholtz, Germany, Mr. Madinger

PENNSYLVANIA EVERGREEN SEEDLINGS

grown at High Altitude, in the heart of the
ORIGINAL PENNSYLVANIA PINE FORESTS

	Per 100	Per 1000
American Red Pine, 2-0, 2 to 3 ins.	\$3.50	\$30.00
American Red Pine, 3-0, 4 to 8 ins.	5.00	40.00
American Red Pine, 3-0, 8 to 12 ins.	6.00	50.00
Scotch Pine, 2-0, 2 to 3 ins.	3.00	18.00
Scotch Pine, 2-0, 3 to 5 ins.	3.50	30.00
Scotch Pine, 3-0, 7 to 15 ins.	4.50	
Oriental Red Pine, 2-0, 2 to 3 ins.	3.00	25.00
Oriental Red Pine, 2-0, 3 to 5 ins.	4.00	30.00
Pitch Pine, 3-0, 8 to 14 ins.	2.50	20.00
Austrian Pine, 2-0, 2 to 5 ins.	3.50	30.00
White Pine, 3-0, 3 to 5 ins.	3.50	30.00
White Pine, 3-0, 5 to 8 ins.	4.50	40.00
Mugho Pine (Dwarf), 2-0, 2 to 3 ins.	2.50	20.00
Mugho Pine (Dwarf), 3-0, 3 to 5 ins.	3.50	30.00
European Larch (Deciduous), 3-0, 4 to 8 ins.	2.50	20.00
European Larch (Deciduous), 3-0, 8 to 16 ins.	4.00	30.00
Japanese Larch (Deciduous), 2-0, 3 to 5 ins.	2.50	20.00
Japanese Larch (Deciduous), 2-0, 5 to 9 ins.	4.00	30.00
Norway Spruce, 2-0, 3 to 4 ins.	3.00	20.00
Norway Spruce, 3-0, 4 to 6 ins.	3.50	30.00
Norway Spruce, 3-0, 6 to 10 ins.	5.00	40.00
Colorado Blue Spruce, 3-0, 3 to 6 ins.	5.00	40.00
Douglas Fir, 2-0, 3 to 5 ins.	3.50	30.00
Douglas Fir, 2-0, 5 to 8 ins.	4.50	40.00
Balsam Fir, 3-0, 3 to 5 ins.	4.00	35.00

SCHROTH'S NURSERY

Nursery: Pine Flats, Pa.

INDIANA, PA.

THUJA OCCIDENTALIS COMPACTA ERECTA (NEW)

We offer this new variety in rooted cuttings; also established stock from 2 1/4-in. pots.

Write for descriptive folder in color.

THE WESTMINSTER NURSERIES
WESTMINSTER, MD.

BURR

Leading wholesale source for
Nursery Stock

Send us your Want List.
C. R. BURR & CO., INC.
Manchester, Conn.

POTTED LINERS FIELD LINERS

GRAFTS

(Beetle Certified)

HEASLEY'S NURSERIES
Freeport Rd. BUTLER, PA.

QUALITY MERCHANDISE AT REASONABLE PRICES

VANDERBROOK NURSERIES

MANCHESTER, CONN.

Wholesale Nurserymen Since 1922

PRIVET and BERBERIS Splendid Stock

Write for Special Quotations

LESTER C. LOVETT
MILFORD DELAWARE

ROSA MULTIFLORA JAPONICA

Upright thorny type.
Row run, 1 1/2 to 4 mm.
\$18.00 per 1000.

BROOKVILLE NURSERIES
Glen Head, N. Y.

TAXUS CAPITATA HEMLOCK JUNIPERS

Single Leader, Sheared Plants of Highest Quality

TAXUS CAPITATA

	Each
3½ to 4 ft.....	\$ 8.00
4 to 4½ ft.....	10.00
4½ to 5 ft.....	12.00
5 to 5½ ft.....	14.00
5½ to 6 ft.....	16.00
6 to 7 ft.....	20.00

HEMLOCK

5 to 6 ft.....	\$5.60;	6 to 7 ft.....	\$7.00 each
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JUNIPERS

J. Hilli, 5 to 6 ft. and 6 to 7 ft.

J. Burki, 5 to 6 ft. and 6 to 7 ft.

J. Keteleeri, 6 to 7 ft. only.

5 to 6 ft.....\$5.25; 6 to 7 ft.....\$7.00 each

Truckloads and carloads only. No packing.

HILLENMEYER NURSERIES
LEXINGTON, KENTUCKY

NORTHERN-GROWN EVERGREENS

SPRUCE - JUNIPER

TAXUS - ARBORVITAE

Write for list.

BROWN DEER NURSERIES

P. O. Box 1747

Milwaukee 1, Wis.

FOR 52 YEARS

Our business has been
growing

Rhododendrons

Azaleas

Perennials, Roses

All Nursery Items

BOBBINK & ATKINS

E. RUTHERFORD, N. J.

SPECIAL

PHILADELPHUS CORONARIUS

2 to 3 ft. and 3 to 4 ft.
Well rooted with 5 to 6 Canes

Juan R. Congdon Nursery

North Collins, N. Y.

FIELD-GROWN PERENNIALS

First-quality stock at reasonable prices. Hybrid Delphiniums; Hardy Chrysanthemums, 1-yr. clumps; Hardy Phlox. Complete List of Hardy plants and Rock Garden material, new and rare varieties. It's free.

N. A. HALLAUER
WEBSTER, N. Y.

came to the United States in 1893 and settled in Muskingum county, Ohio.

Survivors include five daughters, Mrs. Marion Reed, Mrs. Carl Rittberger, Mrs. Clara Clapper, Miss Mary K. Madinger and Mrs. Keith Hayes; two sons, John G., Jr., and Frank; two sister, and three brothers.

Cecil B. Thomas.

Cecil B. Thomas, 58, operator of the Thomas Nursery Co., Chrisney, Ind., died suddenly January 1 at his home. He had previously been a schoolteacher.

Survivors include his widow, Mrs. Mary F. Thomas; three sons, Cecil B., Jr., Daniel E. and David B., all of Chrisney; two brothers, Cassel and Granis, both of Winslow, Ind.; two sisters, Mrs. Lillian Tevault, of Huntingburg, Ind., and Mrs. Geneva Morrick, of Gary, Ind., and two grandchildren.

Cornelius J. Vermeulen.

Cornelius J. Vermeulen, nurseryman on the east coast for many years, died January 11, after a long illness, at the age of 88.

Born at Boskoop, Holland, July 18, 1862, he came to the United States in 1904. He was associated with Bobbink & Atkins, Rutherford, N. J., and the Plainfield Nursery, Scotch Plains, N. J., until his retirement in 1938.

He is survived by his widow, Mrs. Emma Vermeulen.

Walter G. Behlau.

Walter G. Behlau died December 17 at Genesee hospital, Rochester, N. Y. He had been a nursery salesman most of his life and was formerly head of the nursery division of Sears Roebuck & Co. More recently he had been associated with Knight & Bostwick Nursery Corp., Newark, N. Y.

OKLAHOMA CITY NEWS.

Mr. and Mrs. Burl Gulick, of the Reser Landscape Nursery, Tulsa, Okla., visited Mrs. Gulick's parents, Mr. and Mrs. C. Y. Higdon, at Oklahoma City last month.

John Furrow, Jr., and Paul Carey, both of Furrow & Co., made a trip to Waterloo, Ia., in January.

Warren Welch, of Capitol Garden Nurseries, attended the Sugar Bowl football game at New Orleans New Year's day and returned home by way of Alabama, Louisiana and Texas on a 2-week sight-seeing trip.

Jack Whitnah, of Capitol Hill Florist & Nursery, who is now stationed

3 GREAT NEW HARDY MUMS

GENERAL MARSHALL, GENERAL MacARTHUR and GENERAL BRADLEY

(Corliss Originations)

As Stalwart and Meritorious as the Famous Generals Themselves!

Flowers from August to Hard Freezes—Large Double Blooms—Frost-resistant—Nice Long Stems—Excellent for Cutting—Rich, Dark Foliage—Extremely Hardy—Compact, Bushy Plants—Vigorous and Sturdy—Height 2½ to 3 feet.

GENERAL MARSHALL—This mum absolutely defies description. Rich harmony of deep old rose, purple and gold; petals slightly incurved, making them appear edged with gold.

GENERAL MacARTHUR—A deluge of coppery-red flowers that seem to glow on dull days, as in the sunlight, like new shiny copper pennies.

GENERAL BRADLEY—Exquisite blooms of a superb blending of lovely apricot, seashell-pink and buff in clusters on long stems.

STRONG ROOTED CUTTINGS—\$30.00 per 100; \$250.00 per 1000

POT or BANDED PLANTS—\$6.00 per doz.; \$40.00 per 100

CORLISS BROS., Inc., NURSERIES

Reynard St., Gloucester, Mass.

at Camp Polk, La., visited his family and friends here New Year's day. While he was home Jack completed more of his work in the Masonic lodge.
B. H. P.

TULSA, OKLA., NOTES.

The best news in some time for the nurserymen of this area was the rain which fell January 2. Nearly an inch fell slowly and was completely absorbed, penetrating fourteen inches in some places. It relieved a 16-week drought during which only 2.8 inches of scattered rains had fallen instead of the normal 10.40 inches. Dry weather had prevented moving large trees, but nurserymen had been able to move shrubs and small stock under difficulties. The November freeze, added to the drought, was responsible for some losses in broad-leaved evergreens, roses and lining-out stock, but the losses here were not considered nearly so severe as farther south.

A new project of Mid-West Nurseries is a 20-acre tract, on Route 33, three miles east of the traffic circle, which has been partly planted to lining-out stock. A new 6-room house and an artificial lake are added features.

Gerald Spoor added five acres of land to the Holland Nursery.

Carroll R. Cotner is enlarging his greenhouse. The new addition will double the size of the structure.

Avery Stephens, son of C. E. Stephens, of the Stephens Nursery & Landscape Co., enlisted in the army air corps and is now stationed at San Antonio, Tex.
R. W. C.

A 12-DAY Caribbean cruise is planned for early February by Howard C. Taylor, Rosedale Nurseries, Eastview, N. Y.

SPECIAL

FLOWERING PEACH

Double Red and Double White

	Each
6 to 7 ft., 3/4 -in. caliper up.....	\$0.65
5 to 6 ft., 11/16-in. caliper up.....	.55
4 to 5 ft., 9/16-in. caliper up.....	.45
3 to 4 ft., 7/16-in. caliper up.....	.35

PURPLELEAF PLUM

Prunus Pissardi (Best Red-leaved Plum)

	Each
7/16-inch caliper, 4-ft. up, well branched.....	\$0.50

CHINESE ELM

	Each
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CHINESE CHESTNUT TREES

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Coming Events

MEETING CALENDAR.

February 2, New Jersey Association of Nurserymen, Trenton.

February 6 to 8, New England Nurserymen's Association, Hotel Kenmore, Boston, Mass.

February 9, West Virginia Nurserymen's Association, Gauley Bridge.

February 14 to 16, Midwestern chapter of the National Shade Tree Conference, Hotel La Salle, Chicago.

February 20, Rhode Island Nurserymen's Association, Johnson's Hummock's, Providence.

February 21 and 22, American Pomological Society, Chase hotel, St. Louis, Mo.

March 2 and 3, Canadian Association of Nurserymen, Royal York hotel, Toronto, Ont.

March 22 and 23, Southern Shade Tree Conference, Palm Beach, Fla.

April 4 and 5, short course on roadside development, Columbus, O.

WEST VIRGINIA PLANS.

"Weed Control in the Nursery" will be the theme of the twelfth winter meeting of the West Virginia Nurserymen's Association, February 9, at Gauley Bridge, near Charleston.

All business sessions will be held in the clubroom of the Edgewater Steak House. Tentative plans include a talk on "Chemicals for Weed Control."

CANADIAN DATES.

Canadian nurserymen will hold their twenty-eighth annual convention March 2 and 3. Members of the Canadian Association of Nurserymen will meet on those days at the Royal York hotel, Toronto, Ont.

NEW JERSEY PLANS.

The annual midwinter meeting of the New Jersey Association of Nurserymen will be held February 2 at the Hotel Stacy Trent, Trenton.

Following committee reports and a meeting of the New Jersey chapter of the American Association of Nurserymen, the group will hear "A Report to the Nurserymen," by Dr. R. P. White, executive secretary of the A. A. N.

On the afternoon program there will be three talks: "Looking Forward to Things to Come," by Herbert W. Voorhees, president of New Jersey farm bureau; "Better Salesmanship Through More Effective Speech," by Prof. George W. Luke, professor of economics, Rutgers University, New Brunswick, and "Co-

operation with the Nurserymen," by L. G. MacNamara, superintendent of wildlife management, New Jersey fish and game commission. Election of officers will be the last order of business of the day.

Secretary Raymond Korbobo will not be able to attend the meeting, as he plans to be on a 6-week lecture tour which will take him through Oklahoma and Texas and possibly into Mexico.

NEW ENGLAND PROGRAM.

The fortieth annual meeting of the New England Nurserymen's Association will be a 3-day affair, February 6 to 8, at the Hotel Kenmore, Boston, Mass.

Keynote speaker at the opening luncheon on Tuesday will be Dr. Richard P. White, executive secretary of the American Association of Nurserymen. The afternoon session will begin with an address by Rich-

ard M. Wyman, Jr., president, followed by reports from these committees: Educational day, by Willard Bond; legislative, Joel Barnes; transportation, Erwin Whitham; resolutions, Robert Bennerup; public relations, Homer K. Dodge, and membership, Charles Godin. As A. A. N. director for region 1, Peter J. Cascio will make the closing talk for that afternoon.

A special educational program will be conducted all day Wednesday, with Willard Bond, Bay State Nurseries, Inc., North Abington, Mass., as chairman. The program will include discussions on "How to Handle a Landscape Job," by Milford Lawrence, H. V. Lawrence, Inc., Falmouth, Mass.; "How to Handle Tools Properly and What They Mean to Us in Dollars and Cents," by Harold D. Stevenson, Bay State Nurseries, Inc., North Abington, Mass., and Peter Cascio, Peter Cascio Nurseries, West Hartford, Conn.; "How Flower Shows Help the

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24 to 30 ins.....	1.25
30 to 36 ins.....	1.50
Bluecone and Upright Bonita,	
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30 to 36 ins.....	1.25
Excelsa, 24 to 30 ins.....	1.25
30 to 36 ins.....	1.50

JUNIPERS

Pfitzer, 18 to 24 ins.....	1.75
Excelsa, 18 to 24 ins.....	1.25
Keteleer, 3 to 4 ft.....	3.00
Keteleer, 4 to 5 ft.....	3.50
Pathfinder, Sneed Pyramidal and	
Silverglo, 3 to 4 ft.....	3.50
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Royal Italian Cypress (grafted),	
3 to 4 ft.....	2.50
4 to 5 ft.....	3.00
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4 to 5 ft.....	3.00

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5 plants at the 10 rate.		
25 plants at the 100 rate.		

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New low wholesale prices on field-grown, irrigated camellias. Also azaleas, fruit and pecan trees.

WIGHT NURSERIES, CAIRO, GA.

Nurserymen," by Arno Nehrling, director of flower shows for the Boston Horticultural Society, and "Equipment and New Ideas for Saving Money in the Nursery Operation," by Floyd Oatman, Adams Nursery, Inc., Westfield, Mass., and Hugo Key, Aquidneck Nurseries, Newport, R. I.

Trade exhibits will be a feature of the meeting, and Thursday Jack Shore will report for the exhibits committee. After the election of officers, John C. Schread, assistant entomologist at the Connecticut agricultural experiment station, New Haven, will speak on "Insecticides and Other Controls in the Nursery Industry." At the noon luncheon Elbie Fletcher, former first baseman on the Boston Braves and now a radio sports commentator on radio station WBZ, will be guest speaker.

POMOLOGISTS TO MEET.

The annual meeting of the American Pomological Society will be held this year February 21 and 22 at the Chase hotel, St. Louis, Mo.

A large part of the program will be of interest to nurserymen, particularly the discussion of new and old fruit varieties in relation to climate and market.

NEW YORK FLOWER SHOW.

Dates for the thirty-fifth annual International flower show are March 5 to 10, instead of as listed in the previous issue. As usual, the show will be held in Grand Central Palace and is conducted by the Horticultural Society of New York and the New York Florists' Club. The theme will be Gardens for Town and Country, and the display will occupy the entire four available exposition floors of the building.

OHIO COURSE ON ROADSIDE DEVELOPMENT.

A short course on roadside development will be sponsored for the tenth year by Ohio State University and the Ohio department of highways April 4 and 5 at Columbus.

A feature of the course will be an inspection trip over the state the following two days, April 6 and 7.

The course, covering the latest subjects in roadside development, will present topics of general interest to engineers, landscape architects and the teaching personnel.

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30 to 36 ins., full	\$2.00
3 to 4 ft., full	2.50
4 to 5 ft., full	3.50
3 to 4 ft., specimens	3.00
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In lots of 100 or more.

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10 to 12 ins.	62.50	550.00

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5 to 10 ins.	\$50.00
10 to 15 ins.	35.00
15 to 24 ins.	7.50
24 to 36 ins.	12.50

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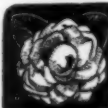
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PAUL'S SCARLET ROSEBUSHES

Heavy Graded Plants.
Priced for Quick Removal.

	Each
2-yr., No. 1 grade	25c
2-yr., No. 1 1/2 grade	20c
2-yr., No. 2 grade	14c

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and other choice evergreens

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NEW YORK STATE MEETING.

[Continued from page 11.]

by machine or hand stripping, or injury to neighboring plants, as sometimes done by flame guns. Apple gas has been used, but is less adaptable to nursery stock than a new product, ME 3001. This has been used as a spray in the field on a number of shrubs. Whether it affects the hardiness of the plants has not yet been determined, but is being tested. Further report on this subject will be given later in this magazine by Dr. Pridham.

Report on the status of New York disability insurance was made by R. L. Holmes, of Jackson & Perkins Co., Newark, N. Y. Because nurserymen and florists were ruled out of the agricultural category in the new state law, efforts are being made to introduce legislation to change their status. Mr. Haines, whose firm has been working in the florists' behalf, described the work in hand and explained how his firm, Laverack & Haines, Inc., Buffalo, would undertake action in the nurserymen's behalf.

Approval was expressed of the report of the dues committee, of which Peter J. van Melle was chairman. Under the new schedule, the local associations will retain one-half of the dues paid by members, instead of only \$5 each, and the state association will retain the same amount. As the members pay dues on a sliding scale up to \$35 annually, the local groups will receive larger funds for their work.

Officers Elected.

Officers elected the day previously by the board of directors were introduced. Valleau C. Curtis was advanced from vice-president to president, and in his place was chosen Robert Aulz, proprietor of Aulz Garden Store, Kenmore, N. Y. The dependable Al Synesael was re-elected secretary-treasurer.

Presentation at the ensuing luncheon was made of a plaque to the retiring president, Jac Bulk, by Howard E. Taylor in behalf of the association. John Kelly presented to Peter J. van Melle a commodious brief case as a token of the organization's gratitude for his efforts as former secretary.

LANDSCAPE PROGRAM.

Modern design and plant materials were the chief topics of the program arranged by the National Landscape Nurserymen's Association for the afternoon of January 4, at the Hotel Statler, New York.

1951 WHOLESALE PRICE LIST

POTTED, ROOT-BOUND			
Juniperus Hetzi Glauca	Per 100	Per 1000	
5000 10 to 12 ins.	\$22.50	\$200.00	
10,000 8 to 10 ins.	20.00	180.00	
Juniperus Hor. Pl.			
(Andorra)			
2000 10 to 12 ins.,			
heavy	25.00	225.00	
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Juniperus Pfitzeriana			
10,000 10 to 12 ins.	22.50	200.00	
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(green)			
2000 8 to 10 ins.	20.00		
Juniperus Sabina			
2000 8 to 10 ins.	20.00		
Taxus Hicksi			
2500 10 to 12 ins.,			
heavy	30.00		
5000 8 to 10 ins.	22.50	200.00	

POTTED, ROOT-BOUND—Continued			
Taxus Capitata	Per 100	Per 1000	
5000 4 to 6 ins.	\$18.00	\$170.00	
5000 6 to 8 ins.	20.00	180.00	
Taxus Cuspidata			
5000 4 to 6 ins.	18.00	170.00	
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Juniperus, Andorra	Per 100	Per 1000
1000 10 to 12 ins.	\$25.00	\$250.00
4500 6 to 8 ins.	17.50	150.00
Taxus Cuspidata		
2000 6 to 8 ins.	20.00	180.00
Thuja Occ. Globosa		
4000 8 to 10 ins.	25.00	225.00
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2000 8 to 10 ins.	25.00	225.00

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Cash with order, 2 per cent discount plus free packing.

25 at the 100 rate in one variety.
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	Scottsville Dallas	
18 to 24 ins., BR.	30c	35c
30 to 36 ins., BR.	50c	55c

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Homer Dodge, executive committeeman for region 1, presided, opening with a brief account of N. L. N. A. activities and of the education committee, of which he is chairman. Steady progress is being made in bringing to the attention of colleges offering instruction in landscape design the recommended curriculum prepared by the committee.

He introduced his own college instructor in the subject, Dr. John R. Bracken, of Pennsylvania State College, who presented slides and comments on "Planting Design Around Modern and Ranch Style Homes."

Dr. Bracken, by comparison of landscape plans of a quarter century ago and the present, showed the trend away from geometrical design and attention to proportions. The present considerations are of

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	Each per 100	Each per 1000
Savin Juniper, 1-yr., 6 to 12 ins.	\$0.12½	\$0.10
Greek Juniper, 1-yr., 6 to 12 ins.	.12½	.10
Irish Juniper, 1-yr., 8 to 15 ins.	.12½	.10
Irish Juniper, 2-yr., 8 to 18 ins.	.17½	.15

300 or more plants at 1000 rate.
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Wayside Gardens

line and space. Utilization of space has replaced the absorption in the rectangular.

Especially in houses of the modern type, and more so if they possess picture windows, thought is given by the designer to the view away from the house, rather than toward the building as in former days. Dr. Bracken called attention to the interest provided by tree silhouettes.

Lines tend to be curved, as if fluent in movement, and the diagonal often replaces the square. Plantings are open, often blending into neighbor's areas, a contrast to the old conception of each planting as if framed or enclosed by walls.

Panel Discussion.

In the panel discussion on this subject which followed, Douglas Footit, of the Peter Cascio Nursery, West Hartford, Conn., asserted that design for the modern house requires analysis of each site and the family's requirements. The house and garden should be considered as a unit, combining to form a home. The outside and the inside are inseparable.

Dr. Donald Wyman, of the Arnold Arboretum, said modern design calls for more knowledge of plant materials. Commenting that there are 6,500 species and varieties of plants growing at the Arnold Arboretum, one-half of them shrubs, he declared the possibilities of using different and better plants were untold. Smaller areas demand superior plants, in use and in appearance.

C. M. Boardman, of the Farr Nursery Co., Wyomissing, Pa., dwelt on the trend to smaller home areas to be landscaped. This required simplicity in design in contrast to the extreme complexity of some old-time estate gardens. Fewer plants in larger sizes are desirable in planting the garden about the modern house, as a better immediate effect is secured and the plants do not so quickly grow out of scale. Ease of maintenance is stressed today. Terraces are useful to add to the living area. Evergreen hedges are useful in carrying out the modernistic note.

So important is what Mr. Boardman called the offscap that he urged the practice of conferring with the homeowner as soon as his house is started—sooner if possible—so that mistakes can be avoided which are difficult or impossible for the landscape designer to cover up can be avoided.

Public Housing.

The public housing program was discussed by Philip A. Robinson, site

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pyramidalis	47.50	450.00

Juniperus virginiana

burki	47.50	450.00
canaerti	47.50	450.00
canaerti compacta	47.50	450.00
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glauca	47.50	450.00
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2 1/2-in. pots ... \$27.50 \$250.00

1000 Juniper, Pfitzer,
12 to 15 ins., strong,
out of beds... 55.00 500.00

3000 Euonymus patens sieboldi
10 to 15 ins., bushy,
out of beds... 35.00 300.00

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More compact in growth than *Viburnum burkwoodi*.

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Liners 6 to 9 inches in plant bands.

Per 10	Per 100	Per 1000
\$5.00	\$35.00	\$325.00

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[NEW AUGUSTA, INDIANA]

planner for the Public Housing Administration in the New York and New Jersey area. Commencing with a short history of the public work, he outlined the program generally and then referred to the types of plants used in quantity in the projects in the area.

Stock Shortages.

Concluding the session was a short discussion of nursery stock shortages. R. H. Holmes, of Jackson & Perkins Co., Newark, N. Y.; Harry Malter, of the Greening Nursery Co., Monroe, Mich., and Russell Harmon, of LaBars' Rhododendron Nursery, Stroudsburg, Pa., were asked questions about various items.

The November freeze had largely destroyed the rose crop in east Texas; the cold weather had shortened supplies in Tennessee, especially of hedge plants, and the series of snowstorms had ruined many small trees in the area of Painesville, O. Common shrubs they thought about equal in supply to that of a year ago. Shade trees continued short. Broad-leaved and coniferous evergreens were in strong demand. Only some fruits seemed in adequate supply.

Panel on Plants.

In the evening was held an informal discussion of plant materials, an improvement on that a year before. This was because Dr. Donald Wyman, as moderator, read a list of forty-five shrubs, presumably of the better sort, which had been recommended by the Arnold Arboretum for study by the garden clubs of Massachusetts.

The comments from the floor and from the panel reached the argumentative on numerous items. Resume of these comments on the list will be published separately.

Participating in the panel were Prof. Lyle L. Blundell, University of Massachusetts, Amherst; Dr. Charles H. Connors, Rutgers University, New Brunswick, N. J.; Prof. Kenneth Bradley, University of Connecticut, Storrs; Dr. A. M. S. Pridham and Dr. Donald Bushey, Cornell University, Ithaca, N. Y., and Dr. I. A. De France, University of Rhode Island.

A. A. N. REGIONAL MEETING.

The two sessions January 5, at the Hotel Statler, New York, were devoted to a general meeting of members of the American Association of Nurserymen in region 1.

Officers were elected on the recommendation of the nominating committee presented by Erwin W. Whit-

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Apple, 2 and 3-yr.
Pear, 2 and 3-yr.
Cherry, 1 and 2-yr.
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Thurlo Weeping Willow,
5 to 6 ft., up to 2-in.

Lombardy Poplar, 5 to 6 ft., up to 2-in.

Arbovitae, Pyramidal; Juniperus columnaris, glauca, keteleeri, Hill's Dundee, up to 3 1/2 to 4 ft. Pfizer Juniper, 15 to 18 and 18 to 24 ins. Austrian and Scotch Pine, heavily sheared, 4 to 5, 5 to 6 and 6 to 7 ft.

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	Per 10	Per 100
18 to 24 ins., BR.	\$10.00	\$ 85.00
18 to 24 ins., B&B	13.50	120.00
2 to 3 ft., B&B	20.00	175.00
3 to 4 ft., B&B	30.00	250.00

Packing at cost

For Lining Out—Own-root Plants	Per	Per	Per
6 to 9 ins. in plant	10	100	1000
bands	\$3.00	\$25.00	\$225.00

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Andrews
NURSERY COMPANY
SINCE 1872
FARIBAULT, MINN.

DO YOU NEED . . .

Flowering Shrubs
Shade Trees
Evergreens
Lining-out stock
Flax or Peonies
Apples or Plums
Perennials
Plum Seedlings

If so, please write for copy of our new wholesale price list.

SHERMAN NURSERY CO.
CHARLES CITY, IOWA

BURTON'S
HEADQUARTERS FOR
EVERGREEN GRAFTS, TRANSPLANTED
EVERGREENS, SHRUB LINERS.
RAKE ITEMS YOU DO NOT
FIND IN MOST LISTS!
Write!
HILLTOP NURSERIES
(ASHTOWN, OHIO)

ham. Jac Bulk, Babylon, L. I., becomes chairman, and Richard Wyman, Jr., Framingham, Mass., vice-chairman. Mrs. Marie M. Enberg, Eastview, N. Y., was elected secretary-treasurer as acknowledgment of the excellent work she had done as secretary-treasurer of the committee in charge of the convention in this and preceding years.

The preliminary business session was expertly expedited by Chairman John W. Kelly, Dansville, N. Y., and the secretary-treasurer, Peter J. van Melle, Poughkeepsie, N. Y.

Competition between New York city and Atlantic City, N. J., for the 1953 A. A. N. convention was so keen that, after reconsideration at the afternoon session, the eastern region members decided to put the choice up to the A. A. N. convention itself at New Orleans in July.

Publicity.

At 10:30 a. m. the gavel was turned over to C. M. Boardman, who, with Howard C. Taylor, chairman of the A. A. N. committee on market development and publicity, conducted the remainder of the morning session.

As stimulating as she was unexpected, Miss Berniece Fitzgibbon, advertising director of Gimbel's department store, New York, gave an informal unprogrammed talk on advertising. She urged keeping the boss out of the advertising department and from writing headlines if he must write copy. Platitudes and pomposness do not make effective advertising copy. The policy of Gimbel's, she said, is to run copy that is read. She seeks observant copywriters, literate but daring. The page announcement of the opening of Gimbel's flower shop, just before Christmas, with the headlines and emphasis on an offer of barnyard manure at \$19 per ton to Gimbel's suburban customers, offered an excellent example of copy she seeks.

Howard C. Taylor, reporting briefly on his committee's work, stated it was proceeding very well. He paid tribute to the work of his predecessor, the late Clarence O. Siebenthaler.

As A. A. N. publicity director, Howard P. Quadland spoke at length on the "Plant America" program. Commenting on the predominance of flowers and foliages in textile designs, he asserted it to be part of the tendency to bring nature into the house, instead of keeping it out as in pioneer days. Picture windows foster that tendency, to the extent that a prominent glass-manufacturing company will soon publish a

PFITZER JUNIPER LINERS

In wood plant bands
for field plantings.

Big heavy plants.

Established in a solid cube of dirt.
Special improved packing.

6 to 8 ins., 14½c
8 to 10 ins., 20c

Free Samples on Request.

Also Greek, Irish, Swedish, Von Ehron, Pfitzer Compacta, Euonymus Patens, Taxus Capitata and Cuspidata.

All in bands and growing in the greenhouse.

Book your order for spring.

Euonymus coloratus. Branched,
field, 14½c
Summer rooted liners, 5c

Above prices are for total order of 300 or more. If less than 300, prices are 16c, 22c and 6c.

Send for List.

McININCH GREENHOUSES
St. Joseph, Mo.

SPECIALTY LINERS

9500 Euonymus Alatus Compactus
1-yr., in 2-in. pots.

2900 Euonymus Radicans Erectus
1-yr., 2-in. pot plants.

2000 Coloneaster Adpressa
6 to 8 ins. transplants.

3200 Coloneaster Apiculata
for late spring delivery.
1-yr., in 2-in. pots.

3200 Philadelphus Aureus
1-yr., in 2-in. pots.

Also a nice list of potted and bedded Arborvitae, Taxus and Juniper.

Write for quotations.

BERRYHILL NURSERY CO.
P. O. Box 696 Springfield, Ohio

WE OFFER TO THE NURSERY TRADE
surplus
PEACH, SOUR CHERRIES, ORNAMENTAL
SHRUBS and LINING-OUT STOCK.
Send us your list for quotations
for Spring, 1951, delivery.
THE PONTIAC NURSERY CO.
ROMEO, MICH.



Wholesale growers of the best
Ornamental Evergreens,
Deciduous Trees
Shrubs and Roses
Write for our current trade list.
THE KALLAY BROTHERS CO.
Fairfaxville, Ohio

booklet of planting plans to accompany picture windows.

Calling attention to the releases and other publicity services provided A. A. N. members, Mr. Quadland urged their fullest use and the local promotion of the "Plant America" program.

Newspaper Advertising.

Advertising in its various phases was discussed by Robert van Slambrouck, of the bureau of advertising of the American Newspaper Publishers' Association. He first noted the expanding market, ownership of homes rising from forty per cent in 1940 to sixty per cent in 1950.

The amount of expenditure is to be determined by the individual advertiser according to his own operations and needs. Decision must be made carefully on what to promote and when, as effective advertising results from a combination of "right merchandise, right timing and right copy."

Too many nurserymen, he thought, used copy only to sell a single offer such as ten delphinium plants. That sale is less important, he declared, than making a regular customer. Besides the immediate offer of plants, an advertisement should sell the nursery name, its service, its information and the owner's enthusiasm for his occupation. Finally, he urged that advertising be used to take advantage of all the sales opportunities through the year, not just a few of outstanding and traditional importance.

Final speaker of the morning session was Walter R. Greenlee, of Schenley Industries, Inc., New York, who wittily referred to sales and display in general terms and entertaining fashion.

A. A. N. Topics.

Peter Cascio, A. A. N. director from region I, opened the final session with a report on the progress of group insurance for members, on the numerous sales aids available and on the recent membership drive.

Acting as chairman of the session, he introduced Wayne Ferris, Hampton, Ia., who had traveled under difficulties from the west to appear at the meeting.

President Ferris told of the excellent work done by the individual directors of the A. A. N. and in the increased activity of the Washington office to cope with the problems raised by military preparations and the consequent shortages and controls.

He particularly recounted the

BOYD'S FEBRUARY SPECIALS

Order in multiples of 100 or more.

DOUBLE-FLOWERING PEACH. 6 to 12 ins., 10c ea.; 12 to 18 ins., 15c ea.; 18 to 24 ins., 20c ea.; 2 to 3 ft., 30c ea. Varieties: Double Red; Double White; Peppermint, two-tone; New Red Leaf Peach.

SHRUB SPECIAL. 4 to 6 ins., 5c ea.; 6 to 12 ins., 7½c ea.; 12 to 15 ins., 10c ea. Varieties: Forsythia Spectabilis; Forsythia, Weeping Suspensa; Hydrangea P. G.; Spiraea Thunbergii; Spiraea Billardi, Pink; Rhus Cotinoides; Rhus Aromatica; Oakleaf Hydrangea.

HEDGE PLANTS, One-year Field-grown Cuttings

Amur River North Privet, 4 to 12 ins. \$17.50 per 1000
California Privet, 4 to 12 ins. 12.50 per 1000

EVERGREENS, Transplanted

	6 to 8 ins.	8 to 12 ins.	12 to 15 ins.
Baker's Arborvitae	20c ea.	30c ea.	40c ea.
Chinese Arborvitae	6c ea.	8c ea.	10c ea.
Juniperus Sabina	25c ea.	35c ea.	45c ea.

EVERGREENS, Field-grown Cuttings, 4 to 6 ins., 8c ea.; 6 to 8 ins., 12c ea.; 8 to 12 ins., 15c ea. Varieties: Abelia Grandiflora; Irish Juniper; Ashford Juniper; Juniper, Spreading Canadensis; Pyramidal Juniper; Nandina Domestica.

PINK-FLOWERING DOGWOOD, One-year Budded. 12 to 15 ins., 65c ea.; 15 to 18 ins., 75c ea.; 18 to 24 ins., \$1.00 ea.; 24 to 30 ins., \$1.35 ea.; 30 to 36 ins., \$1.75 ea. F.O.B.

BOYD NURSERY COMPANY

McMINNVILLE, TENNESSEE

J. R. Boyd, President

John T. Boyd, Vice-president

H. B. Stubblefield, Supt.



FOREST NURSERY CO.

McMinnville, Tenn.

Established 1887

Long Distance Phone No. 234

Growers and Wholesale Dealers

**SHRUBS, FOREST and SHADE TREES,
EVERGREENS, VINES and CREEPERS**

Trade list mailed on request.

GLADIOLUS BULBS

We specialize in tested and proven best commercial cut flower varieties. True, clean, healthy stock our principal aim.

BENNINGTON'S NURSERY

Lake City, Iowa

JUNIPERUS VIRGINIANA

(Red Cedar)

Platte River Strain, 2-yr. adlgs.

3 to 6, 6 to 12, 12 to 18, 18 to 24 ins.

State number and grade wanted

for quotation.

MICHIGAN FRUIT GROWERS NURSERIES

1500 U. S. 12

Benton Harbor, Mich.

HARDY MUMS.

Clean rooted cuttings.

HARDY PHLOX.

Liners and field-grown.

EUONYMUS.

2¼-in. pots and 1-year field-grown.

An excellent assortment of varieties in all of the above items. Ask for our descriptive wholesale list.

CUNNINGHAM GARDENS, Inc.

WALDRON, IND.

the national convention to be held at New Orleans in July.

Convention Plans.

Though programmed for a talk on "Taxes, Tensions and Trends," Secretary R. P. White said the last two topics had been so well covered by the luncheon speakers that he could devote his explanations to taxes, particularly the application of the old age benefit tax to agricultural employees beginning January 1. This

prompt action of Bob Baker, Jr., and Secretary White in obtaining RFC loans to keep in business the east Texas rose growers who faced ruin from the November freeze.

Urging nurserymen to complete and mail their reports for the special horticultural census and to prepare and send in the data on freight shipments as a means of combating higher rates, he concluded with a promise of unusual entertainment at

NO-DRI PROTECTIVE

WAX EMULSION
Spray, paint or dip transplanted trees and shrubs to reduce loss of moisture and winter wind burn.

55-gal. drum....\$63.25 5-gal. drum....\$7.00
30-gal. drum....36.00 1-gal. can.....3.00

RABBIT REPELLENT

Protect young nursery stock. Nonpoisonous. Applied by spraying or painting.

55-gal. drum....\$74.25 5-gal. drum....\$10.00
30-gal. drum....34.00 1-gal. can.....3.00

BORER REPELLENT

Dorwood and many other ornamental trees should be protected from borer damage. Nonpoisonous. Simply brush it on as directed.

5-gal. drum....\$11.50
30-gal. drum....\$63.00 1-gal. can.....3.00

C. P. O. INSECTICIDE

SOAP SPREADER
Used extensively for twenty years to control scale insects, red spiders, lace bugs, aphids on ornamental nursery stock. Safe for summer use.

55-gal. drum....\$77.00 5-gal. drum....\$9.25
30-gal. drum....45.00 1-gal. can.....3.25

All prices F.O.B. Philadelphia, Pa.

CRYSTAL SOAP & CHEM. CO., Inc.

6300 State Road, Philadelphia 35, Pa., Dept. AN.

QUALITY JUNIPER GRAFTS

For spring, 1951, delivery, from 2½-in. pots on Virginiana understock. We are grafting *Juniperus Virginiana* Canaerti, *Glaucia*, *Pyramidiformis* (Dun-dee), *Burki* and *Keteleeri*.

2 and 3-yr. field-grown Grafted Junipers in the above varieties.

PAUL ARTERBURN NURSERY

P. O. Box 72 St. Matthews, Ky.

NURSERY-GROWN

Cornus Florida, 2 to 3 ft., adiga., Each
light br.\$0.15
3 to 4 ft., light br.25
4 to 5 ft., adiga., well br. tr.50
Calycanthus, 3 to 3 ft., adiga.07½
Abelia Grandiflora, 12 to 18 ins.,
light br.15
Amur River South Privet, adiga.,
1-yr., field-run, \$7.50 per 1000.

Your want list for other stock appreciated.

The ARNOLD C. CLARK NURSERY

Route 2 McMinnville, Tenn.
Phone: 9722

**COMPLETE ASSORTMENT
OF**

Evergreens, Fruit Trees, Shade
Trees, Roses and Lining-out Stock.

Write for complete list.

**ONARGA NURSERY CO.
ONARGA, ILL.****30,000 Potted Taxus Liners**

1, 2 and 3-year.

Weigela Eva Rathke, transplants.
Viburnum Rhytidophyllum.

**HUMPHREYS LANDSCAPE SERVICE
MT. STERLING, KY.**

subject was covered in a newsletter to A. A. N. members in late autumn and in another, in the form of questions and answers, mailed December 27.

He urged each nurseryman who employed farm labor to obtain the necessary tax forms from his local postmaster or tax collector, as well as a copy of circular E, "Employers' Tax Handbook," from the same source. He emphasized that the change as to farm labor referred only to old age benefit taxes—not the state unemployment compensation tax nor the withholding of the federal income tax.

Secretary White said all hotel reservations for the New Orleans convention would be handled by a local committee chairman, Manuel Zabala, 3214 Washington road, New Orleans, La.

Two special trains are planned. One will leave Chicago July 13 over the Illinois Central railroad, and the other will leave New York over the Baltimore & Ohio railroad, joining the I.C. train at Memphis, Tenn., or Fulton, Mo.

NEW JERSEY GROUP MEETS.

The New Jersey Association of Nurserymen met Thursday morning, January 4, at the Hotel Statler, New York, with First Vice-president Gerard Grootendorst, Oakland, N. J., presiding. Thirty members were present. It was announced that a business session and election of officers would be held at a meeting at Trenton, N. J., February 2, during farmers' week, and a tentative schedule of events, beginning with registration at 9:30 a. m., was outlined for that day. It was voted that the association's delegates to the New Jersey state board of agriculture be instructed to vote for Walter M. Ritchie, Rahway, who has been presented as a candidate to succeed C. Russell Jacobus, whose term on the board expires this year.

The remainder of the session was devoted to illustrated talks by Dr. Charles H. Connors, head of the section of ornamental horticulture, and Dr. Norman F. Childers, chairman of the department of horticulture, Rutgers University.

Dr. Connors discussed some interesting aspects of the native habitat of many ericaceous plants observed on a trip through the Great Smokies. Of interest were observations of mountain laurel and *Rhododendron ponticum* growing in full sun on a mountain where their roots were, however, kept cool in a 12-inch layer of natural peat-like mulch. Fabulous

**WE OFFER
FOR SPRING SHIPMENT
NURSERY-GROWN STOCK**

Hydrangea Paniculata Grandiflora.

Per 100 Per 1000
6 to 12 ins., 1-yr., C....\$ 7.00 \$ 65.00
12 to 18 ins., 1-yr., C....11.00 100.00
18 to 24 ins., 2-yr., br....15.00

Cornus Florida.

Each
2 to 3 ft., well br.\$0.20
3 to 4 ft., well br.30
4 to 5 ft., well br.45

Native Shrubs and Evergreens

Tsuga Canadensis.

Per 100 Per 1000
3 to 6 ins., s.\$1.25 \$10.00
6 to 9 ins., s.1.60 15.00
9 to 12 ins., s.2.50 20.00
12 to 18 ins., s.4.00 35.00
18 to 24 ins., s.6.00 55.00

Ilex Opaca.

Rhododendron Maximum.

Kalmia Latifolia.

Each
3 to 6 ins., s.2.00 15.00
6 to 9 ins., s.3.00 25.00
9 to 12 ins., s.4.00 35.00
12 to 18 ins., s.5.00 45.00
18 to 24 ins., s.6.50 60.00

Kalmia Latifolia.

Each
Rhododendron Maximum, per 10 per 100
12 to 18 ins., heavy br.\$0.20 \$0.15
18 to 24 ins., heavy br.25 .20

Acer Rubrum, Sugar Maple.

Acer Saccharum, Sugar Maple.

Cercis Canadensis, Redbud.

3 to 4 ft., br.25 .20
4 to 5 ft., br.35 .30
5 to 6 ft., br.45 .40
6 to 8 ft., br.65 .60

Azalea Calendulacea.

Azalea Nudiflora.

12 to 18 ins., liners.07
12 to 18 ins., heavy br.12 .10
18 to 24 ins., heavy br.17 .15

CUMBERLAND PLATEAU NURSERY

YORK ROUTE CROSSVILLE, TENN.

SPECIALTY ITEMS

From the Center of the South.

Red-leaved Barberry,
bushy transplants Each
15 to 18 ins.\$0.20
18 to 24 ins.30

Tree Wistaria

3 to 4 ft.3.00
2 to 3 ft.2.25

THE

Southern
Est. 1872

Nursery & Landscape Co., Inc.

Write for our complete new
wholesale list.

WINCHESTER, TENN.

We Offer**OUR USUAL SUPPLY OF NURSERY STOCK**

Apple Peach Pear
Plum Cherry Apricot
Figs Grapes Pecans

June Bud Peach
Japanese Persimmon
Ornamental and Shade Trees

Send us your want list;
write for prices.

COMMERCIAL NURSERY CO.

Nicholson Bros. DECHERD, TENN.

accumulations of species in a given location were pictured, and it was noted that hemlock was most frequently found on northern slopes, where seedlings received the necessary shade for their survival.

Dr. Childers reviewed preliminary findings in an investigation of nutrient deficiencies, particularly of minor elements, on apples and drew a correlation between these findings and the requirements of ornamental plants. No specific recommendations were made, since the work is still in its infancy, but he said that deficiencies of minor elements were usually observed in the top of a tree, while those of major elements were usually indicated in the lower portion of a tree. He expressed the belief that, in fertilizer programs, nurserymen, like orchardists, use too much phosphorus, an overabundance of which ties up such elements as zinc, iron and copper. In general, he recommended a 1-1-1 ration fertilizer. He stated that a heavy application of nitrogen usually, so to speak, jars loose other elements in the soil, making them available to plants. He recommended heavy mulching, as the decomposition of the mulch material often provides the needed quantities of minor elements, and he cautioned against deep cultivation, which not only destroys feeder roots, but disturbs the minor elements found primarily in the surface soil layer.

J. R.

IOWA MEETING.

[Continued from page 16.]

tion of his talk, he gave suggestions on planting and later showed a movie on roses.

Speakers from A. A. N.

Wayne Ferris, Earl Ferris Nursery, Hampton, president of the American Association of Nurserymen, discussed national conditions that affect the nursery industry, including the war scare, inflation, express rate increases and the seriousness of the November freeze in Texas to the rose industry. He added that the A. A. N. was instrumental in obtaining financial help for the Texas rose growers from the RFC.

Stating that people are brand-conscious, he reminded members to display their A. A. N. seals more prominently. He also commented on the national group insurance plan the A. A. N. is preparing.

Movies of the state association's summer meeting at Cedar Rapids were shown, and it was agreed that Harley Deems, Mount Arbor Nurseries, Shenandoah; C. C. Smith,

COUCH BROS. NURSERY COMPANY

McMINNVILLE, TENNESSEE

ORNAMENTAL SHRUBS

We are pleased to offer the following stock for immediate delivery

	Per 100	Per 1000
Althaea Boule de Feu, 12 to 18 ins., 2-yr., C.....		\$40.00
Althaea Boule de Feu, 18 to 24 ins., 2-yr., C.....		80.00
Althaea Pulcherrima, 12 to 18 ins., 2-yr., C.....		40.00
Althaea Pulcherrima, 18 to 24 ins., 2-yr., C.....		80.00
Berberis Thunbergi, 15 to 18 ins., 2-yr., tr.....	\$12.50	
Berberis Thunbergi, 18 to 24 ins., 2-yr., tr.....	15.00	
Berberis Thunbergi, 2 to 3 ft., 2-yr., tr.....	20.00	
Calycanthus seedlings, 12 to 18 ins., l.o.....		35.00
Hydrangea Hills of Snow, 6 to 12 ins., l.o.....	10.00	
Hydrangea Hills of Snow, 18 to 24 ins., tr.....	30.00	
Hydrangea P. G., 12 to 18 ins., l.o.....	12.50	
Hydrangea P. G., 18 to 24 ins., tr.....	25.00	
Amur River North Privet, 6 to 18 ins., l.o.....		20.00
California Privet, 6 to 18 ins., l.o.....		17.50
Amur River South Privet, 12 to 18 ins., sdgls.....		20.00
Spiraea Callosa Rosea, 6 to 12 ins., l.o.....		30.00
Cercis Canadensis, 6 to 12 ins., sdgls.....		12.50
Cercis Canadensis, 12 to 18 ins., sdgls.....		15.00
Cercis Chinensis, 6 to 12 ins., sdgls.....		27.50
Cercis Chinensis, 12 to 18 ins., sdgls.....		35.00
Cornus Florida seedlings, 12 to 18 ins., l.o.....		50.00
Cornus Florida seedlings, 18 to 24 ins., l.o.....		60.00

We also have a general line of finished shrubs, including *Cornus Florida Rubra*, 12 to 18 ins.; 18 to 24 ins.; 2 to 3 ft. Write for our catalog.

WE OFFER FOR IMMEDIATE SHIPMENT —

	Per 10	Per 100
Five-in-One Apple		
1-inch	\$9.00	\$80.00
11/16-inch	8.00	70.00
9/16-inch	7.00	65.00
7/16-inch	6.00	55.00

Send us your want list.

SLATTON NURSERY COMPANY

McMinnville, Tennessee

SPECIAL OFFER

	Per 100
Acer Rubrum. Red Maple. 2 to 3 ft.....	\$20.00
Acer Rubrum. Red Maple. 3 to 4 ft.....	35.00
Cercis Canadensis. Redbud. 12 to 18 ins.....	4.00
Cercis Canadensis. Redbud. 18 to 24 ins.....	5.00
Cornus Florida. White-flowering Dogwood. 5 to 6 ft.....	95.00
Cladrastis Lutea. Yellowwood. 12 to 18 ins.....	4.00

O. H. PERRY NURSERY CO.

Box 545

McMinnville, Tenn.

Sherman Nursery Co., Charles City, and W. J. Hughes, Cedar Rapids Nursery Co., Cedar Rapids, were the most photogenic.

Curtis Porterfield, administrative assistant of the A. A. N., gave a talk on selling, stating that successful selling involves four elements, attention, interest, desire and action. He suggested that state association conventions could well devote a half day to sales and merchandising clinics.

As in past years, H. P. Quadland, New York, A. A. N. director of pub-

licity, had an unusual anecdote to relate. He told of how Gimbel's department store, at New York city, bought a large quantity of cow manure, and ran a full-page newspaper advertisement suggesting the material for Christmas gifts. The store did not even offer to gift wrap the manure, and it was not returnable. The advertisement attracted a great deal of attention, and the sale was a financial success. Mr. Quadland thought that some progressive nurserymen faced with the problem of inventing

work to keep men busy during the off seasons might try similar stunts to increase sales.

He then referred to a survey by House Beautiful magazine, in which representatives of forty-three companies studied best sellers in all types of home furnishings. The survey showed that nature designs, such as leaves, trees, ferns, flowers and even tree trunks and bark, and nature colors, such as greens, browns and warm grays, were the most popular. Home-owners no longer are merely interested in their homes as protection against the elements, he said, but are endeavoring to bring the outdoors inside. Progress in climate control, use of glass walls and a movement for more lawn area have made it inevitable that there be color harmony between the indoors and the outdoors, he said.

All this, and a need for peaceful and restful homes, has resulted in a new approach to landscaping, which in turn has meant a wider market for nursery products. Nurserymen no longer sell trees or shrubs on the basis of beauty alone, but also on the basis of comfort and better living, he added. The "Plant America" program of the A. A. N., centered around this increasing desire of Americans to surround themselves with flowers and natural beauty, is growing in popularity. Surveys already have shown that the American people are ripe for this program and that they not only need it, but want it, too, he said.

Climate Control.

Dr. Joseph E. Howland, garden editor of House Beautiful magazine, New York, was the final speaker of the convention, talking on "Looking Ahead in Climate Control." After making an interesting statement that plants should pamper people, instead of people pampering plants, he went on to demonstrate his point. He talked of a "comfort thermometer" as a means of showing that properly planted outdoor areas can extend the time of living outdoors.

The average garden, if properly planted, should be comfortable ten of the twelve months in the year. Nurserymen, he said, should provide customers with plants that serve as sun shades in summer and as wind-breaks in the winter. The secret in the winter is to keep out the wind and at the same time let in the sun. By means of mirrors, evergreens, a fan and other gadgets for which Dr. Howland is well known, he demonstrated clearly the planting methods to use to control breezes, the cooling

ROBERTS NURSERY COMPANY

DANSVILLE, N. Y.

Wholesale growers of dependable Fruit Trees, Ornamental Trees and Shrubs.

FRUIT TREES

ORNAMENTAL SHRUBS

We shall be pleased to quote on your list of wants.
All stock in storage.

APPLE TREES, 2-year

11/16-in., 9/16-in., 7/16-in., 5/16-in.

Baldwin, Cortland, Dbl. Red Delicious, Duchess, Early McIntosh, Macoun, McIntosh Red, Northern Spy, Red Astrachan, R. I. Greening, Stayman Winesap, Wealthy, Yellow Delicious, Yellow Transparent.

DWARF and STD. PEAR TREES, 2-year or 1-year

11/16-in., 9/16-in., 7/16-in., 5/16-in.

Bartlett, B. Bosc, B. d'Anjou, Clapp Favorite, Gorham, Kieffer, Seckel, Sheldon.

PLUM TREES, 2-year and/or 1-year

11/16-in., 9/16-in., 7/16-in., 5/16-in.

Abundance, Burbank, Bradshaw, Fellenberg, Green Gage, Italian Prune, Lombard, Reine Claude, Shrop. Damson, Stanley Prune, Yellow Egg.

CHERRY TREES, 2-year

9/16-in., 7/16-in., 5/16-in., under 5/16-in.

Bing, Black Tartarian, Early Richmond, English Morello, Governor Wood, Lambert, Montmorency, Napoleon, Schmidt, Windsor, Yellow Spanish.

CHERRY, 1-year

9/16-in. and 7/16-in.

Montmorency

Can also furnish 1-year SWEET CHERRY, varieties as listed in 2-year old stock.
5 to 6 ft., 4 to 5 ft., 3 to 4 ft.

PEACH TREES, 1-year

9/16-in. and up, 7/16-in., 5/16-in.

Elberta, Golden Jubilee, Halehaven, J. H. Hale, Southhaven, Valiant, Vedette, Rochester, Red Haven.

J. H. SKINNER & CO.

Topeka, Kansas

WHOLESALEERS of:

2-year Apple

1-year Cherry, Peach, Apricot and Plum.

Apple and Pear seedlings, all grades.

Miscellaneous Ornamentals

Write for our reasonable prices.

Your inquiries appreciated.

We are proud of our grade and quality of stock.

L. R. TAYLOR & SONS

Topeka, Kansas

APPLE, PEAR, MAHALEB Seedlings.

APPLE, PEACH, CHERRY, PLUM Trees.

Write for quotations.

effects of evaporation through leaves and other planting tricks.

During the business meeting that followed, the treasurer's report was heard, and Donald Moffet, Mount Arbor Nurseries, Shenandoah, invited the group to Shenandoah for the summer meeting. A. J. Bruce, Des Moines Nursery Co., Des Moines, reported for the necrology committee.

A. A. N. Chapter.

At a meeting of Iowa chapter 10 of the A. A. N., three delegates were elected to 2-year terms. They are C. C. Smith, Sherman Nursery Co., Charles City; Clyde Heard, Heard's Landscape Nurseries, Des Moines, and Carl Baumhoefener, Baumhoefener Nursery, Cedar Rapids. The two holdover members are George Welch, Mount Arbor Nurseries, Shenandoah, and Robert Mullison, Lake's Shenandoah Nurseries, Shenandoah.

Alternates elected for a 2-year term are Grover Hankins and George Rose, both of the Henry Field Seed & Nursery Co., Shenandoah; A. J. Bruce, Des Moines Nursery Co., Des Moines, and Lloyd Cafferty, Ames Nursery, Ames. The holdover alternate is Harley Deems, Mount Arbor Nurseries, Shenandoah.

MARYLAND DAY.

[Continued from page 12.]

churches as well, mentioning a garden of remembrance maintained by a church at Brighton, where the ashes of persons cremated were scattered and a marker was placed on the wall. Dr. Ronald Bamford, dean of the graduate school, University of Maryland, showed colored slides of his trip to England and Sweden last summer, when he attended the seventh international botanical congress.

Dr. James W. Gwin, director of extension at the University of Maryland, gave a brief talk on marketing, emphasizing that the day of the high-pressure salesman is past and that today the salesman is a factory or product representative and, as such, must be thoroughly familiar with what he offers.

Dr. Ernest N. Cory, state entomologist, described oak wilt, which had been found in neighboring Pennsylvania, and told of plans to inspect Maryland areas of oaks in order to prevent the disease from obtaining a foothold there if possible.

University Heads Present.

Following the luncheon, Gilbert Gude, as toastmaster, in the absence



MALONEY BROS. NURSERY CO., Inc.

DANVILLE, NEW YORK

Our 67th Year — Over 400 Acres

One of the largest producers in New York State of Hardy Upland-grown, Inspected for Trueness-to-name Fruit Trees offers a complete assortment of

Standard and Dwarf Apple, 1 and 2-yr.

Plum, 1 and 2-yr.

Standard and Dwarf Pear, 2-yr.

Sweet and Sour Cherry-Quince, 1 and 2-yr.

Also Peach, 1-yr.

Also a good assortment of

Shrubs, Shade Trees, Evergreens.

Save Money — Write for our Wholesale Trade List

BERRIES

Cumberland Raspberry, No. 1, \$3.50 per 100; \$30.00 per 1000.
In lots of 3000 or more, \$25.00 per 1000.
2-yr. transplants, \$7.50 per 100.

Thornless Boysenberry, No. 1 tips, \$4.50 per 100; \$30.00 per 1000.
In lots of 3000 or more, \$25.00 per 1000.
2-yr. transplants, \$9.00 per 100.

Blueberries, 3-yr., 12 to 18 ins., \$5.50 per 10; \$45.00 per 100.
4-yr., 18 to 24 ins., \$7.00 per 10; \$60.00 per 100.

Cabot, Concord, Jersey, Rubel, Rancocas.
Write for Wholesale Price List on Fruits and Ornamentals.

WAYNESBORO NURSERIES, Inc.
WAYNESBORO, VIRGINIA

SMALL FRUIT PLANTS

Thirty varieties of Grapes, including the

Siebel No. 1000

also

Currants and Berry plants

Write for price list.

FOSTER NURSERY CO., Inc.
FREDONIA, N. Y.

HEADQUARTERS FOR

East Malling IX
Dwarf Rootstock

\$18.00 per 100

\$150.00 per 1000

VAN HOF NURSERIES

Bristol Ferry Rd. PORTSMOUTH, R. I.

of Henry Hohman, who was kept home by illness, introduced others from the university, Dr. Gordon Cairns, dean of agriculture, and Dr. I. C. Haut, head of the department of horticulture and assistant director of the experiment station. Present also were Dr. Conrad Linke, head of floriculture, and Parden Cornell, who made announcement of the short course at College Park January 31, while Prof. George S. Langford more than once was mentioned for his service to the association.

WE OFFER . . .

Our General Line of

SMALL FRUIT PLANTS

Let us quote on your requirements.

L. J. RAMBO'S WHOLESALE NURSERIES
Bridgman, Michigan

Others introduced at the luncheon were Wilson A. Heaps, president of the Maryland farm bureau; F. R. Kilner, editor of the American Nurseryman, Chicago, and Joseph Merritt, chairman of the national flower show, to be held at Baltimore in March, who told of the plans for that event.

The association award of a certificate of professional achievement was this year made to Roland James Bailey, of Rolandhurst Nurseries, Hebron. A farmer until 1920, he be-

came interested first in Asiatic magnolias and then in other shrubs and trees, and now camellias particularly. Professor Langford, in describing Mr. Bailey's achievements, said he was so interested in his plants that he concerned himself little with selling them. Paul Hofmann presented the award. An orchid was presented to Mrs. Bailey, who is the firm's specialist in perennials, by President J. Hammond Brandt.

Cooperative Buying.

Opportunities for cooperative buying were discussed in an open forum led by Adolph Gude, Jr., and L. H. Willis. J. H. Burton spoke of several nurserymen combining their orders of Cloverset pots to make a carload order. G. Hale Harrison told of the wartime purchase of peach pits by the carload from California, a practice continued for the past eight years and participated in by as many as thirty-six nurserymen in the area.

Tom Anderson, of the cordage firm of Anderson & Williams, Baltimore, suggested the nurserymen form a cooperative to handle most of their purchases.

The president of the association later appointed a committee to study the matter, consisting of L. H. Willis, chairman; Adolph Gude, Jr., co-chairman; Willard Stoner, J. H. Burton, G. H. Harrison, C. W. Price and John C. Miller.

Garden club discounts have become so prevalent in the vicinity of Washington, D. C., that Carl Orndorff, of J. H. Small & Sons, brought the matter before the association to see what might be done to discontinue the practice. He found twenty-three out of twenty-five nurserymen and garden supply dealers opposed to the practice. The problem was how to curtail or end it.

At the short business session closing the day, Paul Hofmann read the minutes, and Edward L. Stock, Jr., presented the treasurer's report, showing a balance on hand of \$384.41, quite a change from less than \$2 a couple of years ago, indicating wisdom of the increase in dues from \$2 to \$5.

THE new address of Nelson Nursery, Gary, Ind., is 5630 West Ridge road.

VALLEAU EDWARD CURTIS, son of Mr. and Mrs. Valteau C. Curtis, Callicoon, N. Y., who had just received his wings at Pensacola, Fla., flying a Corsair bomber in the navy air corps, attended the New York meeting with his parents before leaving for San Diego, Calif.

SURPLUS LIST OF PEACH

Ready for Immediate Shipment.

	30c ea. 7/16-in.	20c ea. 5/16-in.	15c ea. 2 to 3 ft.
Alton	100	....	100
Belle of Georgia ...	200	1000	....
Champion	100	100	....
Elberta	2000	1200	750
Early Elberta	500	200	....
Gage Elberta	600	1200	....
J. H. Hale	1000	1000	....
Halehaven	300	300	....
Redhaven .....	....	500	....
Frank	200	100	....

NEOSHO NURSERIES

NEOSHO ★ ★ ★ MISSOURI

BUNTINGS' NURSERIES, Inc.

Growers of Quality Trees and Plants

	Per 25	Per 100	Per 250	Per 1000
STRAWBERRY PLANTS				
Blakemore, Klondike	\$0.40	\$ 1.25	\$ 2.25	\$ 7.50
Ambrosia Late, Aroma, Big Joe, Dorsett, Dunlap, Fairfax, Fairland, Gandy, Lupton Late, Massey, Midland, Missionary, Premier, Robinson, Southland, Sparkle, Temple .....	.40	1.25	2.25	8.00
Catskill, Fairpeake .....	.45	1.35	2.50	8.50
EVERBEARING:				
Gem, Gemzeta, Mastodon, Streamliner, Superfection ..	.70	2.25	4.50	16.00
MARY WASHINGTON ASPARAGUS ROOTS				
3-year, No. 1	1.00	3.50	7.50	25.00
2-year, No. 1 .....	.80	2.75	5.25	18.00
1-year, No. 1 .....	.65	2.25	4.00	12.00
VICTORIA and MYATT'S LINNAEUS RHUBARB				
2-in. up, forcing grade	3.50	10.00	24.00	90.00
1 1/2 to 2-in. cal.	2.25	7.50	17.50	65.00
1 to 1 1/2-in. cal.	1.75	5.50	12.50	45.00
3/8 to 1-in. cal.	1.50	4.50	10.00	35.00
1/2 to 3/8-in. cal.	1.25	3.50	7.50	25.00

Ask for our wholesale list offering a general line of stock, including fruit trees, small fruit plants, shade and ornamental trees, flowering shrubs, hedge plants, Roses, Cannas, etc. Over 1400 acres under cultivation. Please use your printed stationery when requesting wholesale rates.

BUNTINGS' NURSERIES, Inc.

BOX 3

SELBYVILLE, DELAWARE

Please Mention AMERICAN NURSERYMAN When Writing Advertisers.

Ivan R. Congdon Nursery

CONTRACT GROWING A SPECIALTY
Wholesale NORTH COLLINS, N. Y. Since 1918

Grapevines, 1 and 2 years old

Blackberries, Currants and Shrubs

Black and Purple Raspberries, Tips and Transplants

Red Raspberries, No. 1 and Transplant Grades

Grown in the heart of Erie County, New York,
one of the largest small fruit sections in the world.

MISSOURI MEETING.

[Concluded from page 14.]

of the fourth, and clear the land of its nursery crop the fourth, instead of the fifth year. It saved a year this way and also produced more than twice as many salable plants.

For the small operator, with one and one-half acres, Mr. Slavin said there were unlimited opportunities for the use of mulches, such as sawdust and corn cobs.

Time for Salesmanship.

In view of the changing world situation, some people think we shall return to a sellers' paradise and see no reason for not cutting down on selling, merchandising and advertising efforts. But in a talk entitled "Sales Talk," Charles Frederick, director of sales managers' bureau, St. Louis chamber of commerce, said this would be a most expensive type of saving. For both patriotic and selfish reasons, businessmen should bend their efforts to better salesmanship. The present emergency should not be a period of business as usual, but of unusual business or productivity. One should protect the business one already has through salesmanship for selfish reasons and to preserve the American way of free enterprise, both for patriotic and selfish reasons.

The Wilmark checking report on retail sales in 1950 showed 1.7 per cent less business than in 1949, because, said Mr. Frederick, these establishments did not look forward, did not sell.

A recent issue of Sales Management magazine contains an article entitled "227 Reasons for Continued Selling," which proved to be a list of 227 companies not in business before 1937 to 1940 or which had done no active advertising in that period, but which had spent over \$100,000 each for advertising in 1950. This illustrates the point, said Mr. Frederick, that others will build good businesses under your nose if you do not continue to build and promote yours.

Harold E. Mosher, professor in the landscape nurserymen's course at the University of Missouri, Columbia, described in a general way the course at the university and how it might be broadened if student enrollment demanded and if more teachers could be obtained.

A representative of the local office of the federal security agency, bureau of old age and survivors' insurance, spoke briefly on the new social security coverage. He distributed folders telling how it applies to farm workers and to self-employed

FRUIT TREES

Apple, 1 and 2-yr., Dwarf and Standard.

Pear, 1 and 2-yr., Dwarf and Standard.

Plum, 1 and 2-yr.

Sweet and Sour Cherry, 1 and 2-yr.

Quince, 2-yr.

Apricot, 2-yr.

Peach, 1-yr.

Write for our wholesale list.

KELLY BROS. NURSERIES, Inc.
DANVILLE, N. Y.

Chipman's

RED RHUBARB

Large, No. 1 divisions.

The kind you like to get.

\$20.00 per 100

Cash with order, packing free.

Write for prices on larger quantities.

KEELER'S GARDENS

SIOUX FALLS, SOUTH DAKOTA

FRUIT TREES

Apple

Plum

Pear

Cherry

Write for quotations.

ULLYETTE BROS. NURSERIES
DANVILLE, N. Y.

STRAWBERRY AND BLUEBERRY PLANTS

also
Raspberry, Grapevines, Boysenberry,
Dewberry, Blackberry and Horse-radish.

Shipped direct to you or your customers.

H. D. RICHARDSON & CO.
BOX 22 WILLARDS, MD.

persons and a booklet of forty-seven questions and answers on social security.

Banquet.

The St. Louis members of the association, with Vance I. Shield, Shield Shade Tree Specialists, as host, sponsored a cocktail party at 6:30 p. m. The banquet followed at 8 p. m. Speaker of the evening was Lloyd Stark, chairman of the board of Stark Bros. Nurseries & Orchards Co., Louisiana, and former governor of Missouri. His subject was "American Nurserymen in a Wartime Economy."

We are not in a situation to mix facts and optimism, said Mr. Stark. We are in a period of imminent war or, less drastic, in one of girding for

RIDER'S HARDY
STRAWBERRY PLANTS

All stock F.O.B. Farmington, Ia.

Superfection Everbearing Per 100 \$20.00
Minnesota 1166 Everbearing 15.00
Gem Everbearing 14.00
Premier, Temple, Bellmar 9.00
Fairland, Sparkle, Minnesota 1118 9.00
Dunlap, Giant New Robinson 7.50
Blakemore, Beaver 7.50

OTHER ITEMS

Per 100
Linnaeus Rhubarb, 1 to 2-in. cal. \$ 5.00
Linnaeus Rhubarb, 1/2 to 1-in. cal. 3.00
Horse-radish Crowns 5.00
Horse-radish Roots 3.00
Sage Plants 12.00
Mixed Dahila Tubers 12.00
Mme. Crozy or Y. K. Humbert
Cannas 5.00

GRAPEVINES

Per 100
Concord, Fredonia, Niagara, 1-yr., No. 1 \$ 6.00
Beta, Bluejay, 2-yr., No. 1 12.00

GLADIOLI

Per 1000
Spotlight, No. 1 \$25.00
King Lear, Gardenia, No. 1 6.00
Token, Lulu Hunt, No. 1 16.00
M. Fulton, Florists' Mix, No. 1 14.00

Other grades, varieties, available.
Hybrid White Hulls lopop Popcorn, shelled, cleaned, very good, \$10.00 per 100 lbs.

Write for our Wholesale List and information on a general line of nursery stock. We have a direct shipment service for handling orders shipped direct to your customers. We also have available a good selection of standard northern varieties of Apples and Plums.

Growing contracts on above type of stock.

RIDER NURSERIES

Farmington, Iowa

*We specialize in
these outstanding products*

Chipman's Canada Red, MacDonald and Valentine Rhubarb.

Minnesota Fruit Breeding Farm creations.

Bush Cherry and Plum Seedlings.

SUMMIT NURSERIES

STILLWATER, MINN.

SMALL FRUIT PLANTS

Evergreens—Shrubs

Asparagus—Rhubarb

Send for Complete Trade List.

W. N. SCARFF'S SONS

NEW CARLISLE, O.

war. The victory garden will be re-activated or a similar program initiated in which nurserymen can cooperate, along with producing food crops and plants for camouflage. In conclusion, he quoted the sage remarks made by "Uncle" Henry B. Chase, Chase Nursery, Chase, Ala., in a talk at the Southern Nurserymen's Association convention, August, 1949, which hold true more than ever now, he said.

REMODELING of its salesroom and workroom is under way at Pine Florist & Nursery Sales, Detroit, Mich.

MALLING STOCKS

We offer Malling Stocks I, II, VII, IX, XVI and Quince A, B and C from stool beds originally supplied by East Malling Research Station. Guaranteed true-to-type and free from all disease.

Prices F.O.B. Liss Station, England.

	Per 100	Per 1000
First, 6 to 12 mm.....	\$6.00	\$56.00
Seconds	5.50	50.00

Also the latest English varieties of fruit trees all on stocks recommended by East Malling Research Station. Price list on application.

An Import License is necessary.

BLACKMOOR ESTATE

Fruit Office, Blackmoor, Liss,
Hampshire, England

WILLIAM VAN HERREWEGHE

(formerly W. E. & R. Van Herreweghe)

Export Nurseries

SERSKAMP, near GHENT, BELGIUM

FRUIT TREE STOCKS

EAST MALLING TYPES

ORNAMENTAL SHRUBS

FOREST PLANTS and Seedlings

ROSES and EVERGREENS

Prices on application.

Holland-Grown Nursery Stock

Shrubs and Trees,
including liners.

Rhododendrons and Azaleas
Hardy Perennials
Peonies

NOVELTIES in ALL LINES

Ask for wholesale catalog.

F. J. Grootendorst & Sons

BOSKOOP, HOLLAND

Growers and exporters since 1903

VUYK VAN NES BOSKOOP HOLLAND

Originators of Azalea Vuykiana.

Growers of choice Nursery Stock.

Please direct your correspondence to:
140 CEDAR ST. NEW YORK 6, N. Y.

Maurice C. Ravensberg

Boskoop, Holland

Reliable firm for general Nursery Stock
and Belgian plants.
Catalog on application.

Pronouncing Dictionary

of Plant Names and Botanical Terms

64 pages, 3000 names, 25¢ per copy

AMERICAN NURSERYMAN

343 S. Dearborn St. Chicago 4, Ill.

PLANT NOTES.

[Continued from page 29.]

occidentalis, one of the loveliest of all windflowers. This much-named and much-confused plant comes from the high mountains of the northwest. Unlike so many western alpine, it does not appear to be finicky in the east if given a leafy soil in part shade where it does not lack for moisture during its growing period. It is said that the plant needs a little lime in its diet; I suspect that is correct, for our soil is naturally alkaline, and the plant did well here in northern Michigan. One reads that *A. occidentalis* does poorly in England and Ireland, so I was not surprised to hear that it behaved badly along the coast of Oregon and Washington, also. This reaction is probably because the plant does not thrive on the starts and stops of that region's springs. Here in northern Michigan, and other places in the east, where it remains under a snow blanket until spring is ready to smile, the plant rarely misses its mountain home.

I have never been able to tell where *A. occidentalis* ends and *A. pulsatilla* commences, and it would probably be of little interest to readers if I could. *A. occidentalis*, for instance, has been much confused with *A. alpina* of Europe; in fact, it is regarded as the American representative of the latter. The thing one wants, in my judgment, is a cluster of finely cut, silky leaves, much on the order of *A. pulsatilla*, in which can be found big, round-petaled, snow-white (it varies to purplish) windflowers, quite stemless at first, elongating with age and reaching a height of a foot or so when displaying silvery, fluffy seed heads in June. The plant is beautiful for a long period, commencing with the little tufts of silvered silk and continuing through flowering and seed bearing. It is easily grown from fall-sown seeds and no doubt from cuttings of the thick root, after the manner of *A. pulsatilla*.

Hepaticas.

An Illinois reader writes as follows: "I have tried to sell hepaticas in my neighborhood nursery, but my customers tell me they pick them up for free on their spring trips in the country. Have you any suggestions?"

About all I can think of is to grow and offer selected forms, under varietal names if you think that necessary. It is, I grant, not easy to obtain named varieties in this country, although it is not difficult to find really outstanding forms in some parts of

30,000 CUT-LEAF WEEPING BIRCH

(*Betula Laciniata* on White Birch)

Well feathered, very fibrous roots

	Each	Each	Each
	per 10	per 100	per 1000
2 to 3 ft.....	\$1.35	\$1.25	\$1.05
3 to 4 ft.....	2.15	2.00	1.80
4 to 5 ft.....	2.40	2.30	2.10
5 to 6 ft.....	2.65	2.50	2.30

NEW OTTAWA FLOWERING CRABS

Amisk, pink; Arrow, purple; Geneva, dark red; Makamik, rose; Scugog, purple; Sissipuk, rose and white.

	Each	Each	Each
	per 10	per 100	per 1000
18 to 24 ins....	\$0.55	\$0.50	\$0.40
2 to 3 ft.....	.70	.65	.55
3 to 4 ft.....	.85	.80	.70
4 to 5 ft.....	1.00	.95	.85

BROOKDALE-KINGSWAY NURSERIES

Bowmanville, Ontario, Canada

BRINKMAN'S

The largest producers of
MALLING STOCKS and FRUIT TREES
in Europe.

Types I, II, IX, XIII, XVI one-year transplanted ex own stool beds.

	Per 100	Per 1000
5 to 7 mm.....	\$5.00	\$45.00
7 to 10 mm.....	7.00	65.00
8 to 12 mm.....	8.00	75.00

F.O.B. Southampton—packing and other charges forward.

FINE QUALITY—WELL ROOTED

GUARANTEED TRUE TO TYPE

Government certified. Certificate No. 29/1950.

Trade list of all FRUITS on request.

Well over 800 acres under cultivation.

BRINKMAN BROS., LTD.

Wholesale Fruit Tree Growers
Bosham, Sussex, England

TREE SEEDS

AMONG THE EARLIEST IN THE WORLD
EXCLUSIVELY ATTENDING TO TREE SEEDS
SINCE 1887

ETS. VERSEPUY - LE PUY (H.-L.) FRANCE

Picea Excelsa, 90 per cent, 5 kg...\$3.85
Pinus Nigra Austriaca, 6 kg..... 3.55
Pinus Laricio Corsicana, 6 kg..... 7.20
Pinus Sylvestris, 6 kg..... 4.15
Malus (French Crab Apple)..... .83
All *Abies*, *Cedrus*, *Larix* and *Deciduous Trees*, Pits.

Samples on request—Try us!

CHARLES SIZEMORE Traffic Manager

310½ Georgia St., Louisiana, Mo.

Loss and damage claims against
railroad and express companies
collected.

Freight bills audited.

Past due notes and accounts
collected.

Well known to the nurserymen
of the country.

Reference: Bank of Louisiana.

the country by going around to the plants' stands during the blooming season. Thus, I find hepaticas in various shades all the way from pure white through the palest of lavenders and lilac to deep blue, sometimes pink, and in size from ordinary to twice usual size. There are plants in most large natural stands which are worthy of propagation. I notice, too, that across our northern boundary, at least two varieties of the European *H. angulosa*, including its lovely variety, *lilacina*, can be found.

Vegetative reproduction is not difficult from divisions of the clumps. I remember that the elder Gillett, of Massachusetts, who grew thousands of hepaticas in his wild flower nursery, told me year ago that he grew several selected forms of *H. americana*, which was then known as *H. triloba*, from divisions. As I remember, dividing was done in September, splitting the clumps into single crowns, which were planted back immediately in leafy soil in a shaded frame. The stock beds were divided every third year.

Small Globeflowers.

A correspondent asks if there are any small globeflowers except *Trollius laxus*? And what, may I ask, is wrong with that *trollius*? It needs a lot of moisture, to be sure (I always find it growing in very wet swamps), but so do most globeflowers.

Other small kinds are *T. acaulis*, *T. pumilus* and *T. patulus*. I have never grown *T. acaulis*, so report on it only from hearsay. It is said to come from around 13,000 feet high in Kashmir and to be difficult of culture in our climate, requiring an abundance of moisture at the roots and good drainage. It grows to about six inches tall and bears large, open, yellow flowers.

Although spoken of in the literature as a foot-tall plant, *T. pumilus* in its healthiest specimens never exceeds six inches in our trials. The flowers are on the small side and of a rich golden-yellow color. It bloomed here in late April and May.

On the other hand, another Asiatic species, *T. patulus*, did grow to a foot. Its flowers are pale yellow, borne well above the foliage mass, and come at the same season as *T. pumilus*.

Alpine Trefoil.

The type alpine trefoil, *Trifolium alpinum*, long evaded me and I only found it at last (at least I think it was the type) when I ordered seeds of Millard's variety. This confirmed an opinion held by most experienced

gardeners that a majority of varieties, especially garden varieties, do not reproduce themselves from seeds; rather, they tend to revert to the type or further vary into other forms. Anyway, I did not get Millard's variety, which is said to produce much larger flowers of a deeper and lovelier shade of pink. Any form of the alpine trefoil should be good property in the hands of the neighborhood grower.

PLAN A. A. N. CONVENTION.

The convention committee which is planning the annual meeting of the American Association of Nurserymen, to be held in July at New Orleans, La., met at New Orleans, January 7, with Rene Casadaban, Casadaban's Nurseries, Abita Springs, La., as chairman. Plans were drawn principally for the entertainment features at the convention, and the ideas were submitted last month at a board of directors' meeting at Chicago.

Elmer Roses from California - WHOLESALE ONLY

The 1950-51 wholesale rose season is drawing to a close. Our thoughts are of the new catalog soon to be edited, listing what we believe to be a choice selection of roses for 1951-52. We are appreciative of many new names in our customer file. We hope this will be a prosperous season for our retail friends.



Elmer Roses

1142 N. San Gabriel Blvd.
San Gabriel, California



California-grown Rosebushes —

Plus Service

We specialize in growing rosebushes for sale at wholesale in lots of 100 to 10,000. Through specialization we are able to offer the best in rosebushes and service. Your inquiry will receive our prompt attention.

HOWARD ROSE COMPANY

P. O. Box 725

Hemet, California

GAILLARDIA Golden Goblin

A pure yellow companion to the dwarf red and yellow variety Goblin. Dwarf and compact, this should be a good item for Springtime sales.

Pkt., \$0.50; ¼ oz., \$1.25; oz., \$1.00

Our new catalog lists a wide variety of perennial flower seeds. Write for your copy.

Somerset

SEEDS PLANTS

P. O. Box 608
NEW BRUNSWICK, N. J.

A. B. C. "Supreme" Quality

SEEDS — PLANTS — BULBS

and

Growers' Accessories

Write for our latest prices.

AMERICAN BULB CO.

1335 W. Randolph St.
31 W. 27th St.

CHICAGO 7
NEW YORK 1

SEEDS

Collectors of Tree, Shrub and
Wild Flower Seeds

Crude Drugs and Ornamentals

E. C. MORAN Stanford, Mont.

Those attending were Mr. and Mrs. L. A. Dean, of Tyler, Tex.; J. B. Baker, Jr., of Fort Worth, Tex.; Tom Dodd, Jr., and Owen Blackwell, both of Semmes, Ala.; Mr. and Mrs. C. G. Simons, of Lafayette, La., and William Kraak, Manuel Zabala, Elmer Farley and George Dupuy, all of New Orleans.

The ladies' committee is headed by Mrs. Dean, with Mrs. Leon Weiss, Mrs. George Anding and Mrs. Elmer Farley, all of New Orleans, participating.

PURCHASED recently from Bill and Jean Powell, the Green Arrow Nursery, 14537 Sherman way, Van Nuys, Calif., now is being operated by J. H. Bergquist.

FOURTH ROCKY MOUNTAIN HORTICULTURAL MEET.

All sessions of the fourth Rocky Mountain Horticultural Conference January 2 and 3 were held in the new classroom building, adjoining the Civic Center, at the University of Denver, Denver, Colo. All who attended agreed that the new building was the most pleasing location ever secured for the conference meetings. The conference was sponsored by the Colorado Forestry and Horticulture Association and the botany department of the University of Denver.

Each of the three sessions began with a talk of general interest and closed with discussions for both professional and amateur horticulturists. There were exhibits of tools, fertilizers, chemicals and other horticultural products which attracted attention during the intermissions. The second afternoon was devoted to outdoor demonstrations of power saws, sprayers, mowers and other machinery.

Mrs. May Theilgaard Watts, naturalist at the Morton Arboretum, Lisle, Ill., gave several talks, the titles of two of which were "How to Interest Children in Nature" and "Along the Garden Path." Members also heard panel discussions on care of roses, on compost and on tree selection. Two talks were given on the control of insects, diseases and weeds with chemicals.

Committees composed of local nurserymen assisted in arranging several educational exhibits. The annual dinner of the Colorado Forestry and Horticulture Association was held the first evening, and the arborists' and nurserymen's dinner was held the second evening.

Maurice Marshall, Marshall Nurseries, Denver, was chairman of the professional section. One of the out-of-town speakers was S. W. Edgecombe, department of horticulture, Utah State College, Logan, who spoke on "Bees, Flowers and Plant Breeding" and "Plant Breeding Possibilities and Techniques for Western Horticulture." Representatives from the city forester's office and the Public Service Co., Denver, discussed "Tree Selection and Placing Problems in a Growing City." William Von Pelt, of the Chemical Corp., spoke on "Weed, Insect and Disease Control by Chemicals."

A HEAVY-DUTY subsoil plow for farm use has been developed by Charles Adair, Chicago Heights, Ill., who also makes the Adair tree and shrub digger.



Above — A FEW OF MONROVIA NURSERY'S MILLIONS OF LINERS

America's Finest Liners — Our Sales Prove It

Monrovia Nursery Liners out-sell all others because: (1) You can *always* depend upon their *fine quality*. (2) They are safety packed in *feather-weight* cartons **FREE OF CHARGE**. (3) They always arrive in *perfect condition*. (4) It costs *next to nothing* to ship them Express. Any way you figure, "M-N" Liners are your *best buy*, everytime. Below we list a few from our selection of over 400 varieties. In 2¼" pots, priced F.O.B. Monrovia. Minimum quantity 25 per variety.

	2¼" Pots	EACH
Abelia grandiflora.....		12c
Cotoneaster horizontalis		12c
Cupressus sempervirens glauca		17½c
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ELMER J. MERZ, Executive Secretary
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CENTRAL CHAPTER DISCUSSES SMOG DAMAGE.

A discussion on air pollution caused by smog was the main feature of a meeting January 11 of the Central chapter of the California Association of Nurserymen, at Rickey's restaurant, Palo Alto.

Dr. Frederick G. Sawyer and Dr. Harris M. Benedict, both of the Stanford Research Institute, discussed air pollution and its effect on plant growth.

Dr. Benedict described a procedure now being tested to determine smog damage to plants. It is difficult to decide just how much damage to a plant has been caused by smog and how much by poor soil conditions, overfertilizing or underfertilizing, inadequate moisture supply, disease or insects. At present the institute is trying to set standards for comparison which can be used in any area to determine the type of plant damage. Some of the methods that will be used include color charts and examinations by microscope. Dr. Benedict stated that the best way to be certain a plant has been damaged by smog is to note if there is exterior damage, which he referred to as leaf burn.

The second speaker, Dr. Sawyer, said it would be difficult to determine the amount of damage done to plants from industrial smoke and microscopic refuse in the air. He stated that the principal injury to plants occurs when sulphur dioxide, after being deposited on leaves, is absorbed by the plant, thereby damaging its internal structure, or the sulphur dioxide may combine with water in the air, and the resulting sulphuric acid may do the damage. The problem, however, is to determine the source of the pollution.

In explaining how air pollution occurs, Dr. Sawyer said that in the Los Angeles area there is during the day a prevailing wind from the ocean, which tends to blow the polluted air particles toward the horseshoe-shaped ring of mountains in the opposite three directions of the city and tends to bottle up the materials in that area. At night the prevailing winds are from the other direction, which tends to blow the material

back over the city. As a result, there is a continual movement backward and forward over the city, never entirely clearing and, under certain conditions, causing actual discomfort to the inhabitants and damage to many crops.

Dr. Sawyer said that it was improbable that a similar problem could occur in the San Francisco area. However, he added that there is a definite possibility of polluted air from San Francisco, the east bay and the peninsula being trapped south of that general area and creating a problem in the Santa Clara valley and in the city of San Jose.

Dr. Sawyer then gave some general information on the Stanford Research Institute and compared it to the Mellon Institute and others in the east. The staff of over 200 scien-

tists is composed of chemists, geologists and radar and engineering specialists, and the institute primarily is a research organization for private industries in the western states. It is located at Palo Alto and, except for the fact that the president of Stanford University is on its board of directors, it has no other connection with Stanford University.

John Edwards, Edwards Camellia Nursery, East Palo Alto, was chairman for the evening, introducing the speakers and acting as moderator in the question period.

Business conducted by the directors, previous to the dinner meeting, was announced by the secretary, John Snyder, of Jackson & Perkins Co., Pleasanton. Bonner Whitbone was appointed to work with the San Francisco housing commission in sponsoring a tree-planting campaign. John Snyder will work with the Oakland spring garden and flower show committee in the interests of nurseryman exhibitors. A questionnaire will be sent to members for sugges-

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tions regarding types of programs preferred for monthly meetings. The proposal of the California West States Life Insurance Co. regarding group insurance for members of the chapter and their employees was tabled for further information. The next meeting will be at the Leopard cafe, San Francisco, February 8.

W. B. B.

SAN JOAQUIN MEETING.

The annual Christmas party of the San Joaquin chapter of the California Association of Nurserymen was held December 14 at the Fort Washington Golf Club near Fresno.

The lavish Christmas decorations, put up under the direction of Mrs. Syd Whitehorn, with Cliff Oliver arranging the exceptional centerpiece at the head table, gave a true Christmas spirit to the Fort Washington's banquet rooms.

During the Christmas dinner, chairman George Goodhue presented an entertaining program. The young talent included Marilyn Evans, ballet dancer; Jack Krohn, tap dancer, and Richard Tatoian, imitator. Clayton Credell assisted at the piano.

Ivan L. Stribling, Sec'y.

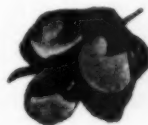
CENTINELA CHAPTER MEETS.

The monthly meeting of the Centinela Valley chapter of the California Association of Nurserymen was held January 16, and members enjoyed a steak dinner before the business meeting and program.

The first item of business taken up by President Jack Beeler was a letter from Loring Bigelow, chapter vice-president, stating that he would be unable to attend future meetings until 1953, when his federal rehabilitation schooling program would be complete. Since Mr. Bigelow is considered a valuable asset to the chapter, members voted to change the monthly meeting date to accommodate him.

A letter received from the secretary of the Los Angeles chapter was read, announcing a special program for its meeting January 24, which included a panel discussion by experts in the retail nursery sales field. Harry Marks, of Germain Seed & Plant Co., Los Angeles, was moderator.

The guest speaker at the Centinela chapter meeting was Mr. Tollefson, of Swift & Co., who gave an illustrated talk on "How Plants Grow," dealing primarily with plant struc-



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ture and photosynthesis. He related that in one of their experiments, Swift & Co. have found that a single rye plant produced 387 miles of hair roots in four months, or over three miles a day, a total of 14,000,000,000 hair roots.

A board of directors' meeting was held January 19 at Richard Ohlman's. The following committee chairmen were appointed: David Eisenberg, publicity; Robert Warner, plant auction, and Ernest Roath, long and short nursery stock.

F. A. Seright, Sec'y.

PENINSULA GROUP MEETS.

The peninsula nurserymen's group met at Bondy's, at Belmont, Calif., for their January meeting. Fred Hammerstrom, of the West Coast Nursery Co., Palo Alto, presided, and Paul Von Kempf, Pacific Nurseries, Colma, acted as secretary. Charles Burr, California Nursery Supply Co., Belmont, has been appointed permanent secretary.

The purpose of this group, not officially affiliated with the state nurserymen's association, is to discuss business matters relating to the nursery trade in San Francisco, San Mateo and Santa Clara counties.

Principal business at this meeting was a discussion of a survey made by a certified public accountant of the account books of a group of bay area nurseries. It was pointed out that the survey showed that some items usually thought to be money-makers for the retailers actually were not so, and other items that are often overlooked as expense items were called to the attention of the group.

The group also has made it possible for other nurserymen who want their individual records and books examined and analyzed to secure the services of the same certified public accountant at a reasonable cost.

The other main topic discussed was the method of determining the resale price of items in a retail nursery. Representatives of some of the older-established nurseries in the area explained the methods which they had successfully used for the past twenty-five or thirty years.

W. B. B.

N. L. N. A. MEETING.

[Continued from page 10.]

urban planting, Michigan State College, East Lansing. He believes that the landscape nurseryman should be primarily concerned with design, construction and maintenance of outdoor space, particularly small developments. Design should include

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selection of site, location of the house, subdividing the property into living, garden and utility areas, taking care of grading problems and providing planting plans.

He believes that the use of outdoor areas for utility or service areas alone is a thing of the past, as the modern utilities are being located inside the house. Therefore, it is better to plan any service area for multiple use.

In planning the designs for the modern landscape, the landscape nurseryman should make sure there is a close relationship between interior and exterior space. Too many times a picture window gives a good view into the house, not out of it.

The basic landscape design should be evident the year around, provided by seasonal effects and selected plants to accentuate the design. The landscape nurseryman should know the possibilities and limitations of plants in the customer's yard as well as in the nursery row. The nurseryman should be as much interested in proper usage of plants as in selling them.

Since simplicity and lack of ornamentation are the watchword in modern architecture, so should they be in modern landscape plantings, said Professor Gerlach. Most houses of modern design are low and flat and built along horizontal lines, with no foundation showing. So plants must be selected to carry out these lines and must be planted in scale. Accent plants are particularly desirable, and with the modern house, especially, a variety of single specimen plants may be used instead of mass plantings. Too many structural or ornamental features destroy the feeling of growth in the garden and too many small plants destroy the restful feeling that a garden should provide.

While Professor Gerlach had dwelt primarily on the landscape nurseryman's concern with design, he did comment a little on construction and maintenance of gardens. He reminded nurserymen that garden construction must be sound as well as artistic. Poor or improper maintenance can ruin a landscape design.

He said it was unfortunate that most examples of plantings on small properties are of substandard quality. He has found that most examples of modern American architectural and landscape design are to be found in California and wonders why many of these ideas cannot find good use in other parts of the country or why new forms have not been developed in the east.

Professor Gerlach concluded his talk by showing a large collection of color slides he had taken recently in California to illustrate ultramodern architecture and landscape plantings, both of attractive and unattractive design.

Weather Forecasting.

The final speaker on the program was Kimball Andrews, Andrews Nursery, Faribault, Minn., who told of "The Use of Long-range Weather Forecasting." His firm makes use of such a service provided by Weather Forecasts, Inc. This weather service reads the temperature four times a day in six places in the United States and forecasts the temperature and precipitation within a 24 to 48-hour period. The firm can provide a weather forecast for a year in advance. It issues a month-long chart that shows daytime and nighttime temperatures and also precipitation for each day. Mr. Andrews said that the forecast differs from that made by the government, and he also believes that it is a better forecast.

Mr. Andrews' firm buys a forecast for a local area that includes Minnesota, a little portion of Iowa and Wisconsin. This service is sold in \$360 units. Mr. Andrews said that his firm could ascertain from these predictions as to when the first fall freeze would be, in order to plan digging, storage and shipping, or whether it will be wet or dry about the time they would like to start spring planting.

Retail and landscape firms might make use of weather forecasts to put out special service bulletins to customers. And as do other types of retail establishments, they might time their advertising and selling efforts according to favorability of the weather. Louis Hillenmeyer remarked that when his firm opened its new garden center this spring it would base the opening date on a weather forecast, to insure selecting a favorable day for attracting a good crowd.

The meeting ended with a discussion on the possibility of having published a booklet on small home designs similar to that on industrial landscaping put out by the association.

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2000 E. C. Cole, early, light pink 2.50 20.00

2000 General Eisenhower, new, brilliant pink..... 4.50 35.00

5000 Rosa Van Lima, extra-early, pure pink... 3.00 22.00

1000 Algonquin, brilliant scarlet 3.00 25.00

2000 Beacon, scarlet, cream blotch... 2.25 18.00

2000 Dr. F. E. Bennett, late, fiery-scarlet 2.25 19.00

10,000 New Europe, large, orange-scarlet ... 3.00 22.00

2500 Valeria, light scarlet..... 3.00 25.00

2500 Berty Snow, early, tall, lavender..... 2.50 21.00

1000 Dr. Moody, medium, lavender 2.50 21.00

4000 Minuet, late, clear lavender, scarce... 3.50 27.00

3000 Abu Hassan, early, deep violet-blue... 4.00 35.00

2000 Blue Beauty, early, large, light blue... 3.00 25.00

5000 Pelegrina, deep blue-violet 2.50 21.00

1000 Mansoor, large, clear blood-red... 3.50 27.00

2000 Bagdad, large, smoky old rose... 2.50 25.00

2000 Vagabond Prince, mahogany-brown 3.00 21.00

MEXICAN TUBEROSES.

Single. Per 100 Per 1000

First size, 3 to 4 cm. \$4.00 \$36.00

100,000 CHOICE CANNA ROOTS. We list most varieties grown.

Per 100 Per 1000

City of Portland, fine pink, green foliage, 3 1/4 ft. \$5.00 \$42.50

Firebird, beautiful dark red, green foliage, 3 to 4 ft. 6.00 52.00

Florence Vaughan, yellow with red spots on center part of petals, foliage light green, 3 to 3 1/4 ft. 5.00 42.50

Golden Gate, golden-yellow, green foliage, 4 ft. 6.00 52.00

Hungaria, wonderful pink canna, bluish-green foliage, 3 1/4 to 4 ft. 5.50 46.00

King Midas, yellow dotted red, heavy dark green foliage, 3 to 3 1/4 ft. 6.00 52.00

Louisiana, dark red flowers, beautiful green foliage, 4 to 4 1/4 ft. 5.50 48.00

Mme. Crozy, double red with yellow edges, green foliage, 2 1/4 to 3 ft. 6.00 52.00

Orange Badder, bright orange, green foliage, 2 1/4 to 3 ft. 6.00 52.00

President, rich red, green foliage, 2 1/4 to 3 1/4 ft. 5.00 44.00

(Continued on next page)

(Continued from previous page)

CANNIA ROOTS—Cont.

Per 100 Per 1000

Red King Humbert, large red, bronze foliage, 3 1/4 to 4 ft.	5.00	42.00
Red Dazzler, beautiful red foliage, dark green with purple cast, 4 to 4 1/2 ft.	6.00	52.00
Richard Wallace, fine yellow, green foliage, 3 to 4 ft.	5.00	42.00
Shenandoah, beautiful salmon-pink, bronze foliage, 2 1/2 to 3 1/2 ft.	6.00	54.00
Wyoming, magnificent orange, purple foliage, 3 to 3 1/2 ft.	6.00	54.00
Yellow King Humbert, yellow blotched with red, light green foliage, 3 to 4 ft.	5.00	43.00

DAHLIA TUBERS

Exhibition Decorative Type.

Per doz. Per 100

350 Clara Carder, large, cyclamen-pink	\$2.50	\$20.00
1100 Kemp's White Wonder, large, white	2.50	16.00
150 Lois Walcher, enormous purple, tipped white	4.00	30.00
3000 Mrs. M. W. Wilson, enormous, creamy white suffused with pink	2.25	15.00
100 Michigan, white, large, heavy bloomer	3.50	25.00
600 Sagamore, large apricot-buff	2.25	15.00
500 Rose Glory, large, rose-lavender	2.25	15.00
1500 White Jersey Beauty, yellow-buff	2.50	18.00
400 Big Gus, orange-scarlet	1.50	10.00
100 Darlene, shell-pink	1.50	10.00
300 Gallant Fox, red	1.50	10.00
150 Dr. T. J. Salmon, yellow	1.50	10.00
1250 Yellow Colosse, yellow	1.50	10.00
3000 Porthos, extra-large, red	1.50	8.00
100 Avalon, light yellow	1.50	11.00
300 Blue Moon, pale purple	1.50	11.00
200 Break O' Day, pink	1.50	11.00
500 Coral, coral-pink	1.50	11.00
500 Jean Kerr, florists' favorite, white	1.50	11.00
100 Judge A. B. Parker, yellow-buff	1.50	11.00
200 Elmor van der Veer, glowing pink	1.75	12.50
100 Mrs. J. G. Cassett, dark pink	1.75	12.50
200 Ganell, large, deep scarlet	1.75	12.50
300 P. C. Anderson, extra-purple	1.75	12.50
200 Rosa Nels, deep rose-pink	1.75	12.50
500 Sanhian's Bluebird, large, bluish	1.75	12.50
200 White President, large, white	1.75	12.50
100 Lowell Thomas, pink	2.00	14.00
400 Mrs. Geo. LeBoutillier, large, red	2.00	14.00
400 Josephine G., large, pink	2.00	14.00
250 Jane Cowl, bronze-buff	2.25	15.00
500 Jersey Beacon, enormous scarlet	2.25	15.00
150 Oyster Bay Beauty, large, oxblood-red	2.00	14.00
500 Pride of Austenberg, large, red	2.00	14.00
2000 Mrs. I. de ver Warner, large, orchid-lavender	2.00	14.00

ELEPHANT EARS.

Caladium Esculentum.

Makes a wonderful show plant in gardens.

Per doz. Per 100

Large size, 7 to 9 ins. in circ.	\$2.25	\$16.00
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AMARYLLIS HYBRIDS.

Mixed.

This mixture contains a lot of nearly whites, red and pink shades.

Per doz. Per 100

Fancy large bulbs, 2 1/2 to 3 ins.	\$2.25	\$16.00
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FINEST FANCY-LEAVED

CALADIUM BULBS.

Per doz. Per 100

1 to 1 1/2 ins.	\$1.25	\$9.00
1 1/2 to 2 ins.	2.25	16.00
2 to 3 ins.	2.00	14.00
3 to 4 ins.	4.50	30.00

TUBEROUS ROOTED

BEGONIA BULBS.

Double, Camellia-flowered.

Get your choice of the colors you wish:

White, red, orange, scarlet, rose, salmon, copper, yellow.

Per doz. Per 100

Large sizes, 2 ins. up.	\$2.00	\$12.50
First sizes, 1 1/2 to 2 ins.	1.50	9.00

All orders cash or C.O.D.

HOWARD STREET FANSY GARDENS

Kalamazoo 99, Mich.

CAMELLIAS

BIG CAMELLIA PLANTS.

Well branched, to 4 feet tall, all over 5 years old. Priced for quick disposal at far below their value. Order now before express rates go up and WE WILL PAY THE EXPRESS TO YOUR ADDRESS on these plants.

Growing in Containers, when shipped 10 Plants to the Case.

\$47.50, the delivered price, per 10 plants of these six fine proven nonshatter cossage kinds.

Pink Casablanca Red Daikagura

Pink Debutante Var. Daikagura

New Flash-pink Daikagura High Hat

New Pink Purty General Patton

Send for list of younger plants, of many other varieties, of Torrey's strains.

TORREY'S, P. O. Drawer 428

Temple City, Calif.

For 15 years, the best from the Far West.

HUSKY POT-GROWN CAMELLIAS.

1 1/2 and 2-yr. from 4 and 5-in. pots.

We pay the express to your address

To most distant parts of U.S.A. when ordered by the case of 18 each.

6 to 8 ins. 55c each DELIVERED.

8 to 12 ins. 65c each DELIVERED.

12 to 15 ins. 75c each DELIVERED.

Alba Plena Fimbriata General Patton

Alba Plena Regular Glen 40

Araleshi Horne

Aurora Borealis High Hat Daik.

Blood of China King Lear

Casablanca Pink Kumanaka

Colonel Firey Lady Clara

Daikagura Red Laurel Leaf

Daikagura Var. Magnoliaeflora

Dearest Finlandia Marchioness of Exeter

Debutante Margaretta Hertrich

Donkelaari English Mathotiana

Duchess of Sutherland Pink Perfection

Emp. of Russia Rose Queen

Flame Rose Queen Var.

Fred Sander

The Top Name in Camellias—Torrey's.

Strains of Frozen Merit—Grown right with the right start in life—They live to grow so yours and our will live to be a continuous and profitable growing business, too.

TORREY'S

Drawer 428, Temple City, Calif.

"For 15 Years—The Best from the Far West"

Get On Our Mailing List.

CAMELLIA LINERS.

Many standard and rare varieties of Camellia liners at very attractive prices. Our liners were well protected and they were not injured by the recent cold. Flower buds of our Kurume Azaleas are uninjured.

Write for our wholesale price list or visit us.

COTTAGE HILL NURSERY

T. Kiyono, Mgr.

Rt. 4, Box 130 Mobile, Ala.

Surplus Stock

can be easily and quickly turned into Cash

by listing it in the

American Nurseryman Classified Ads.

CUTTING WOOD

HARDWOOD CUTTINGS.

From Hardy Northern-grown Shrubs and Trees. Delivery now. From our own plantings and blocks checked yearly for accuracy. Cut 7 inches.

Per 1000

Aronia melanocarpa \$ 4.00

Cornus paniculata 4.00

Africaria 4.00

lutea (yellow bark) 4.00

amomum 4.00

Forsythia intermedia 3.00

prunellina 4.00

Elder, Golden 3.00

Cutleaf 4.00

Red-berried 5.00

canadensis 3.00

Hydrangea P.G. 5.00

Hydrangea A.G. 5.00

Privet, Amur 3.00

Ibota 3.00

Honeysuckle, Morrowi 3.00

bella albidia 3.00

bella rosea 3.00

tat. rosea 4.00

korolkowi 4.00

sabeli 5.00

maacki 4.00

Diervilla trifida 4.00

Philadelphus grandiflorus 3.00

Bouquet Blanc 3.00

coronarius 3.00

Physocarpus opul. aureus 3.00

Sorbaria sorbifolia 3.00

Spiraea billardi 3.00

freobeli 3.00

thunbergi 3.00

vanhouttei 3.00

trichocarpa 3.00

Snowberry, White 3.00

Lilac, rothomensis 5.00

Viburnum dentatum 4.00

Poplar, Lombardy 3.00

Willow, Niobe 3.00

Wisconsin 3.00

Golden 3.00

Pussy 3.00

Thuja pyramidalis 25.00

globosa 25.00

wareana 25.00

Packed free. Cash with order, please. Delivery in good order guaranteed.

THE SCOTCH GROVE NURSERY

Scotch Grove, Iowa

EVERGREENS

EVERGREEN LINERS.

Per 1000 Pot Plants

Baker Arborvitae \$ 80.00 \$150.00

Excelia Arborvitae 80.00 150.00

Berckmans Arborvitae 100.00 170.00

Blue Cone Arborvitae 80.00 150.00

Bonita Arborvitae 80.00 150.00

Golden Ball Arborvitae 100.00 170.00

Newark Arborvitae 90.00 160.00

Globe Arborvitae 80.00 150.00

Heavy rooted cuttings from Vermiculite are ready now. Pot plants now in greenhouse will be ready for delivery March 1 or later, from 2 1/2-in. pots, or from 2x2x3 Bird bands.

CARTWRIGHT NURSERIES

Collierville, Tenn.

EVERGREEN LINERS and CUTTINGS.

POT-GROWN EVERGREEN LINERS.

Each—Per 100 Per 1000

Biota aurea nana, greenhouse-grown, ready May 1 \$0.20 \$0.18

Juniperus virginiana barkei 1-yr. 5 to 6 ins., own root. .27 .25

Juniperus chinensis pfitseriana, 1-yr. 5 to 6 ins. .20 .18

Juniperus hetzi glauca, 1-yr. 4 to 5 ins. .20 .18

Arborvitae, Pyramid. 1-yr. 4 to 6 ins. .18 .16

Arborvitae, Globe Woodward, 2-yr. 10 to 12 ins. .27 .24

Arborvitae, American Dark Green, 1-yr. 4 to 5 ins. .17 .15

Arborvitae, 4 to 5 ins. .20 .18

Taxus media hicksi, 2-yr. 5 to 7 ins. .20 .18

Taxus media hicksi, 1-yr. buds, 5 to 6 ins. .15 .14

Taxus cuspidata, 2-yr. 6 to 7 ins., field-grown. .27 .25

HEAVY ROOTED CUTTINGS.

From flats, rooted outside in lath house.

Each—Per 100 Per 1000

Juniperus communis hibernica \$0.08 \$0.07

Juniperus communis ashfordi .08 .07

Arborvitae, American Dark Green, Ready June 1. .08 .08

Arborvitae, Pyramid, Ready June 1. .08 .08

Arborvitae, Globe and Woodward, Ready June 1. .08 .07

Euonymus patens .07 .06

Euonymus alatus compactus .07 .06

Buxus sempervirens .07 .06

Taxus cuspidata .10 .08

Taxus media andersoni .12 .10

Taxus media hatfieldi .12 .10

Taxus media hicksi .09 .08

Taxus media No. 8, spreading. .12 .10

2 per cent discount and free packing for cash with order.

200 plants at 1000 rate.

MIAMI NURSERY CO.

Tipp City, Ohio

Member of American Association of Nurserymen and Ohio Nurserymen's Association.

ARBORVITAE.

Per 100 1000

American, 4 to 6 ins., X. \$3.75 \$13.50

American, dark green, 4 to 6 ins., X. 4.50 16.50

3 to 4 ins., X. 12.00 \$100.00

Elegantissima, rooted cuttings 8.00

Pyramidalis, rooted cuttings 8.00 75.00

4 to 6 ins., X. 4.50 16.50

6 to 8 ins., X. 6.25 20.00

Globosa, rooted cuttings 8.00 75.00

4 to 6 ins., X. 4.50 16.50

6 to 8 ins., X. 5.00 18.50

BOXWOOD.

Old English Dwarf, rooted cuttings 6.00 45.00

3 to 4 ins., X. 12.00 100.00

4 to 5 ins., X. 15.00 125.00

5 to 7 ins., X. 4.50 16.50 140.00

Sempervirens, 1-yr. T. 12.00 100.00

4 to 5 ins., X. 12.00 100.00

Korean, 1-yr. T. 12.00

4 to 5 ins., X. 12.00

BARBERRY, Julian, 4 to 6 ins., X. 6.25 20.00

6 to 8 ins., X. 7.50 27.50

ILEX crenata (Jap. Holly), 6 to 8 ins., X. 4.50 16.50

rooted cuttings 8.00 75.00

JUNIPERUS.

Andorra, rooted cuttings 8.00 75.00

4 to 6 ins., X. 4.50 16.50

6 to 8 ins., X. 6.25 18.50

Hetzi, rooted cuttings 9.00 85.00

Hibernica (Irish), rooted cuttings 8.00 75.00

4 to 6 ins., X. 4.50 16.50

Sahina (Savin), rooted cuttings 8.00 75.00

4 to 5 ins., X. 16.50

PINE, Mugho, 1-yr. T. 8.50

3 to 4 ins., X. 8.50

PIERIS japonica, 6 to 8 ins., X. 7.50 25.00

ESHAM'S NURSERIES

Frankford, Delaware

EVERGREEN TRANSPLANT LINERS.

Per 100

Taxus hicksi, 2-yr. 12 to 18 ins. \$30.00

2-yr. 10 to 12 ins. 28.00

2-yr. 6 to 8 ins. 22.00

1-yr. 4 to 6 ins. 18.00

Taxus Jeffrey's, 3-yr. 8 to 10 ins. 28.00

2-yr. 6 to 8 ins. 25.00

1-yr. 4 to 6 ins. 18.00

Taxus Hill dwarf pyramidalis, 2-yr. 8 to 10 ins. 28.00

Taxus kelseyi, 2-yr. 8 to 10 ins. 28.00

2-yr. 6 to 8 ins. 25.00

Taxus wardi, 1-yr. 6 to 8 ins. 22.00

4 to 5 ins. 18.00

Arborvit

EVERGREENS—Continued

(Concluded from previous column.)

LINING-OUT LIST.

We offer the following potted liners for shipment to you in New Bird Neponset Paper Pots at the slight added cost as per prices in the first column.

Potted liners priced in the second column will be packed by the ordinary method used by most nurseries without the added protection of paper shipping pots.

Bare-root liners and liners in Bird Vita-Bands are also priced in the second column. The 1000 rate applies on all orders; therefore please order in multiples of 25 or more.

Prices each per 1000

	Paper Pots	Pots
Biota aurea nana, Berckmans		
2 1/2-in. pots	\$0.20	\$0.19
2 1/2-in. pots, extra-strong	.22	.21

	Paper Pots	Pots
Biota aurea nana globosa		
2 1/2-in. pots	.18	.17

	Paper Pots	Pots
Biota bonita		
2 1/2-in. pots, extra-strong	.18	.17
2 1/2-in. pots	.20	.19

	Paper Pots	Pots
Biota bakeri, Biota excelsa and Biota sibyl		
3 to 4 ins., liners	.10	.10
4 to 6 ins., liners	.12	.12

	Paper Pots	Pots
2 1/2-in. pots, extra-strong	.18	.17
2 1/2-in. pots	.20	.19

	Paper Pots	Pots
Cedrus deodora		
6 to 8 ins., liners	.19	.19
8 to 12 ins., liners	.21	.21

	Paper Pots	Pots
2 1/2-in. pots	.23	.22
2 1/2-in. pots	.24	.24

	Paper Pots	Pots
2 1/2-in. pots, extra-strong	.20	.19

Note: Cedrus deodora is a scarce item. Due to crop failure no fresh seeds will be available in 1951. Place your orders now while still available.

	Paper Pots	Pots
Chamaecyparis lawsoniana allumi (Blue Lawson Cypress)		
2 1/2-in. pots	.19	.18
2 1/2-in. pots	.20	.19

	Paper Pots	Pots
Cunninghamia lanceolata, blue		
2 1/2-in. pots	.25	.24
Italian Cypress, fastigiat		
2 1/2-in. pots	.25	.24

	Paper Pots	Pots
Juniperus chinensis pfitzeriana		
4 to 6 ins., liners	.12	.12

	Paper Pots	Pots
Juniperus chinensis pfitzeriana and Juniperus chinensis pfitzeriana compacta		
2 1/2-in. pots, extra-strong	.18	.17
2 1/2-in. pots	.20	.19

	Paper Pots	Pots
Juniperus chinensis pfitzeriana nana		
2 1/2-in. pots	.25	.24

	Paper Pots	Pots
Juniperus chinensis albo-variegata		
2 1/2-in. pots	.23	.22

	Paper Pots	Pots
Juniperus chinensis fortunei		
6 to 8 ins., liners	.15	.15
2 1/2-in. pots	.18	.17

	Paper Pots	Pots
Juniperus chinensis sylvestris		
2 1/2-in. pots	.22	.21
2 1/2-in. pots	.26	.24

	Paper Pots	Pots
Juniperus chinensis virgida, often called Juniperus densa glauca		
2 1/2-in. pots	.25	.24
2 1/2-in. pots	.26	.25

	Paper Pots	Pots
Juniperus communis columnaris compacta and Juniperus communis kiyonoi		
4 to 6 ins., liners	.12	.12
2 1/2-in. pots	.16	.15

	Paper Pots	Pots
Juniperus excelsa stricta		
2 1/2-in. pots	.18	.17
4 to 6 ins., liners, TT	.12	.12

	Paper Pots	Pots
Juniperus glauca hetzi		
2 1/2-in. pots	.18	.17
2 1/2-in. pots	.20	.19

	Paper Pots	Pots
Juniperus hibernica fastigiata		
2 1/2-in. pots	.18	.17
2 1/2-in. pots	.20	.19

	Paper Pots	Pots
Juniperus japonica procumbens		
2 1/2-in. pots	.19	.18
2 1/2-in. pots	.21	.20

	Paper Pots	Pots
Juniperus virginiana keteleeri		
2 1/2-in. pots	.25	.24

	Paper Pots	Pots
Taxus cuspidata		
4 to 6 ins., liners	.12	.12
2 1/2-in. pots	.16	.15

	Paper Pots	Pots
Taxus media andersonii		
2 1/2-in. pots	.16	.15
2 1/2-in. pots	.19	.18

	Paper Pots	Pots
Thuja occidentalis pyramidalis (American Pyramidal Arborvitae)		
4 to 6 ins., liners	.16	.15
2 1/2-in. pots	.18	.17

	Paper Pots	Pots
Berberis sargentiana		
1 1/2 x 2 1/2-in. Vita-Bands	.15	.15
2 1/2-in. pots	.16	.15

	Paper Pots	Pots
Buxus sempervirens (English Boxwood)		
3 to 4 ins., liners	.08	.08
4 to 6 ins., liners	.07	.07

	Paper Pots	Pots
Camellia sasanqua Maiden's Blue		
2 1/2-in. pots	.13	.12

	Paper Pots	Pots
Elaeagnus fruitlandi		
3 to 4 ins., liners	.12	.12
4 to 6 ins., liners	.15	.15

	Paper Pots	Pots
Euonymus carrieri		
4 to 6 ins., liners	.08	.08
2 1/2-in. pots	.13	.12

	Paper Pots	Pots
Illicium anisatum		
2 1/2-in. pots	.18	.17
2 1/2-in. pots	.20	.19

	Paper Pots	Pots
Ilex crenata convexa (bullata)		
1 1/2 x 1 1/2-in. Vita-Bands	.17	.17
2 1/2-in. pots	.21	.20

(Continued in next column.)

(Concluded from previous column.)

	In Paper Pots	Without Paper Pots
Ilex crenata rotundifolia		
2 1/2-in. pots	\$0.16	\$0.15
2 1/2-in. pots	.18	.17

	In Paper Pots	Without Paper Pots
Ilex cornuta burfordi		
2 1/2-in. pots	.15	.14
2 1/2-in. pots	.17	.16

	In Paper Pots	Without Paper Pots
Ligustrum lucidum compactum		
2 x 2 1/2 in. Vita-Bands	.12	.12
2 1/2-in. pots	.13	.12

	In Paper Pots	Without Paper Pots
2 x 3-in. Vita-Bands	.13	.12
Magnolia grandiflora		
2 1/2-in. pots	.16	.15

	In Paper Pots	Without Paper Pots
Nandina domestica		
1 1/2 x 2 1/2-in. Vita-Bands	.07	.07
2 1/2-in. pots	.09	.08

	In Paper Pots	Without Paper Pots
2 1/2-in. pots	.11	.10
Osmanthus aquifolium		
2 1/2-in. pots	.19	.18

	In Paper Pots	Without Paper Pots
2 1/2-in. pots	.21	.20
Photinia glabra		
2 1/2-in. pots	.20	.18

	In Paper Pots	Without Paper Pots
Photinia serrulata		
2 1/2-in. pots	.19	.18
2 1/2-in. pots	.21	.20

	In Paper Pots	Without Paper Pots
Pyracantha belli		
2 1/2-in. pots	.16	.15
2 1/2-in. pots	.15	.15

	In Paper Pots	Without Paper Pots
2 1/2-in. Vita-Bands	.18	.17
Viburnum tinus		
4 to 6 ins., liners	.06	.06

	In Paper Pots	Without Paper Pots
Cornus florida		
8 to 12 ins., liners	.05	.05
8 to 12 ins., grafting grade	.07	.07

	In Paper Pots	Without Paper Pots
Kerria japonica pleniflora		
6 to 8 ins., liners	.05	.05
Lonicera Flaming Beauty		
6 to 8 ins., liners	.15	.15

	In Paper Pots	Without Paper Pots
8 to 12 ins., liners	.18	.18
Spiraea Anthony Waterer		
4 to 6 ins., liners	.05	.05

	In Paper Pots	Without Paper Pots
1 1/2 x 2 1/2-in. Vita-Bands	.08	.08
Spiraea reevesiana flore-plena		
4 to 6 ins., liners	.08	.08

	In Paper Pots	Without Paper Pots
6 to 8 ins., liners	.10	.10
8 to 12 ins., liners	.12	.12
Weigela Eva Rathke		
4 to 6 ins., liners	.07	.07

	In Paper Pots	Without Paper Pots
2 1/2-in. pots	.10	.10
See our display ad illustrating liners in this issue.		

Special Notice: Items marked by asterisk (*) for delivery Spring, 1951. All items not so marked are ready for shipment now or later to suit customer's requirements. (Prices subject to change without notice.)

T. G. OWEN & SON, INC.
Columbus, Miss.

REAR EVERGREENS
HEAVILY SHEARED.
Nice Finished Stock.

	Each
Blue Meyer Juniper	\$2.00
15 to 18 ins.	2.50

	Each
18 to 24 ins.	2.50
2 1/2 to 3 ft.	1.50

	Each
3 to 3 1/2 ft.	2.00
3 1/2 to 4 ft.	2.65

	Each
Pfitzer Juniper	2.90
15 to 18 ins.	3.50

	Each
18 to 24 ins.	1.50
2 1/2 to 3 ft.	2.10

	Each
3 to 3 1/2 ft.	2.10
3 1/2 to 4 ft.	3.00

	Each
Pyramidalis Arborvitae	3.40
3 1/2 to 4 ft.	3.90

	Each
Retinospora	1.25
15 to 18 ins.	1.75

	Each
18 to 24 ins.	1.75
Prices above are for 5 or more of same variety and size.	

We invite you to inspect our stock and look over our nursery in general. Any time you are this way, stop in for a little chin session.

J. C. BUNCH & SON
3500 Hulman St.
Terre Haute, Ind.

LINING-OUT STOCK.
1-yr. bedded.

	Per 100 Per 1000
Taxus hickel	\$15.00 \$125.00
Taxus cuspidata	15.00 125.00
Taxus haterfield	17.50 160.00
Taxus brevifolia	30.00 200.00

	Per 100 Per 1000
Taxus canadensis	7.00 60.00
3-yr. tr., 4 to 6 ins.	11.00 100.00
3-yr. tr., 6 to 9 ins.	16.00 160.00
4-yr. tr., 9 to 12 ins.	16.00 160.00

Complete list of liners on request.

VERKADE'S NURSERIES Wayne, N. J.

ROOTED CUTTINGS.
Per 100 Per 1000

	Per 100 Per 1000
Taxus cuspidata, 6 to 8 ins.	\$10.00
Taxus capitata, 6 to 8 ins.	10.00

	Per 100 Per 1000
Weller's Boxwood, 6 to 8 ins.	10.00
Bar Harbor Juniper, 6 to 8 ins.	10.00
Taxus cap. Intermedia, 6 to 8 ins.	10.00

	Per 100 Per 1000
Euonymus patens, 6 to 8 ins.	10.00
Euonymus kowalskii, 6 to 8 ins.	10.00
Euonymus coloratus, 6 to 8 ins.	10.00

These are well rooted, over 1 year old. Shipped postpaid. Cash, please.

SINGER GARDENS

EVERGREEN LINERS.

	Per 100
Callistemon (Bottlebrush), 2 1/2-in. pots	\$12.50
3-in. pots	17.50
4-in. pots (some with buds)	50.00
Gardenia Mystery, 8 to 12 ins., bare root	8.50
12 to 18 ins., bare root	12.00
Gardenia veltchii, 2 1/2-in. pots	12.50
3-in. pots (some buds)	17.50
Rosa Rouletti, 2 1/2-in. pots, with buds	15.00
Cedrus deodara, 6 to 8 ins., bare root	10.00
8 to 10 ins., bare root	12.50
Juniperus excelsa stricta, 6 to 8 ins., bare root	10.00
Retinospora ericoides, 12 to 18 ins., bare root	12.50
Retinospora squarrosa veltchii, 6 to 8 ins., bare root	10.00

Many other varieties of liners. Write for our wholesale price list. See our camellia ad.

COTTAGE HILL NURSERY

T. Kiyono, Mgr. Mobile, Ala.

EVERGREEN SEEDLINGS.

All seedlings run of beds.

	Per 100	Per 1000
Pine, Austrian, 2-yr. sdgs., 3 to 5 ins.	\$3.50	\$25.00
Pine, Mugo, 2-yr. sdgs., 1 to 3 ins.	3.50	25.00
Pine, Ponderosa, 2-yr. sdgs., 2 to 5 ins.	3.50	20.00
3-yr. sdgs., 2 to 10 ins.	5.00	40.00
Pine, Scotch, 2-yr. sdgs., 3 to 6 ins.	3.50	25.00
2-yr. sdgs., 1 to 2 ins.	3.50	25.00
Spruce, Black Hills, 2-yr. sdgs., 1 to 3 ins.	3.50	25.00
2-yr. sdgs., 4 to 10 ins.	5.00	40.00
Spruce, Colorado, 2-yr. sdgs., 2 to 5 ins.	2.50	20.00
3-yr. sdgs., 4 to 12 ins.	5.00	35.00
Spruce, White, 2-yr. sdgs., 2 to 4 ins.	2.50	20.00
2-yr. sdgs., 2 to 6 ins.	2.50	20.00

HEASLEY'S NURSERIES

Telephone Butler 46-359

Freeport Rd. Butler, Pa.

EVERGREEN LINERS.

	Per 100	Per 1000
American Arborvitae, 9 to 12 ins., T.T.	\$25.00	\$225.00
Andorra Juniper, 9 to 12 ins., T.T.	17.00	150.00
Douglas Fir, 8 to 12 ins., T.T.	20.00	200.00
Hetzl Glauca Juniper, 12 to 15 ins., T.T.	60.00	550.00
7 to 10 ins., T.T.	18.00	175.00
Irish Juniper, 8 to 12 ins., T.T.	23.00	225.00
Irish Juniper, 12 to 15 ins., T.T.	35.00	350.00
Mugo Pine, 9 to 12 ins., T.T.	30.00	295.00
Mugo Pine, 8 to 10 ins., T.T.	20.00	195.00
Norway Spruce, 9 to 12 ins., T.T.	25.00	225.00
Pyramidal Arborvitae, 1 to 1 1/2 ft., T.T.	60.00	600.00
9 to 12 ins., T.T.	40.00	400.00
Pfitzer Juniper, 6 to 9 ins., T.T.	20.00	200.00
Savin Juniper, 6 to 9 ins., T.T.	18.00	180.00

These are high-quality transplants from the field. We are sure you will like them.

Cash with order, free packing. Ask for our complete list. Member A.A.N. West Virginia's largest growers.

WHERRY'S NURSERIES

St. Marys, West Virginia

JUNIPERS.

	Per 100
ANDORRA, 9 to 12 ins., TT, 2-yr., field-grown	\$35.00
12 to 15 ins., TT, 2-yr., field-grown	45.00
HETZL, 9 to 12 ins., TT, 2-yr., field-grown	40.00
12 to 15 ins., TT, 2-yr., field-grown	50.00
15 to 18 ins., TT, heavy, field-grown	70.00
PFITZER, 9 to 12 ins., TT, 2-yr., field-grown	40.00
12 to 15 ins., TT, 2-yr., field-grown	50.00
15 to 18 ins., TT, heavy, field-grown	70.00
PFITZER, GOLDEN, 9 to 12 ins., TT, 2-yr., field-grown	40.00
12 to 15 ins., TT, 2-yr., field-grown	50.00
C.O.D. shipments must be accompanied by 25 per cent cash. Quantity discount—10 per cent on 1000 lots.	

All our lining-out evergreens are dug bare root, puddled and packed in moss. Packing and boxing at cost.

NEBRASKA NURSERIES, Inc.

4815 "O" St. Lincoln 3, Neb.

LINING-OUT STOCK.

HYBRID RHODODENDRONS.

Rooted cuttings from 3-in. pots.

Catawbiense Album, white

Catawbiense Boursault, deep rose-lilac

Catawbiense Grandiflora, purplish-violet

Eastland Roseum, bright rose-pink

Pastuosum Fl.-pl., dbl. mauve

Purity White, pure white

Roseum Elegans, rose-pink

Roseum Superbum, brilliant pink

All varieties, Per 10 Per 100

Pyraecantha islandi, \$6.50 \$60.00

1-yr., 10 to 12 ins., 3-in. pots, 6.50 60.00

Ilex opaca (female), 10 to 12 ins., 3-in. pots, 6.50 60.00

own root, from 2 1/2-in. pots, 25.00

No charge for packing if cash with order.

SEPER'S NURSERY

North Delsea Drive Vineland, N. J.

FIELD-GROWN JUNIPERS.

	Per 100	Per 1000
6 to 8 ins., \$12.50 per 100.		
8 to 12 ins., 17.50 per 100.		
J. communis (English)		
J. communis ashfordi		
J. communis cracovia (Polish)		
J. communis fastigiata (Improved Irish)		
J. communis hibernica (Irish)		
J. horizontalis plumosa (Andorra)		
J. sabina (Savin)		
J. sabina tamariscifolia		
J. sabina Von Ehron		
J. excelsa stricta (Greek)		
J. virginialis		
Abella grandiflora, 8 to 12 ins.	\$12.50	
Euonymus patens, 6 to 8 ins.	10.00	
Jasminum nudiflorum, 8 to 12 ins.	9.00	
Viburnum tomentosum, 8 to 12 ins.	9.00	
Cornus florida plena, 6 to 12 ins.	40.00	
Cornus florida plena, 12 to 18 ins.	75.00	

BIERS NURSERY CO.

Chase, Ala.

JUNIPER GRAFTS.

	Per 100	Per 1000
For spring delivery, ready for field and cultivation		
J. chin. pfitzeriana	\$37.50	\$350.00
J. chin. pfitzeriana aurea	40.00	375.00
J. c. pfitzeriana armstrongii	40.00	375.00
J. chin. pfitzeriana compacta	40.00	375.00
J. chin. sargentii, green	40.00	375.00
J. chin. sargentii, blue	40.00	375.00
J. chin. keteleeri	40.00	375.00
J. virginiana canaerti	40.00	375.00
J. vir. pyramidiformis	40.00	375.00
J. virginiana glauca	40.00	375.00
J. virginiana burki	40.00	375.00
J. vir. glauca globosa*	65.00	

*Our new blue globosa; first time on market.

Terms: Cash with order, packing free; 25 per cent deposit with order, packing at cost, balance when shipped.

ARROW WOOD NURSERY

Box 166 Warsaw, Ky.

JUNIPERS.

	Per 100
Pfitzer, Golden Pfitzer, Hetzl, Sabina Von Ehron, Sabina Tamariscifolia	
9 to 12 ins., TT, 2-yr., field-grown	40.00
12 to 15 ins., TT, 2-yr., field-grown	50.00
15 to 18 ins., TT, 2-yr., field-grown	70.00
4 to 8 ins., potted, 1-yr. cuttings	20.00

UPRIGHT TYPES: Scopulorum Moffetti.

Colo. Green, Dew Drop, Pathfinder, Blue Heaven, Virg. Burki.

9 to 12 ins., TT, 2-yr., field-grown... 60.00

12 to 15 ins., TT, 2-yr., field-grown... 90.00

15 to 18 ins., TT, 2-yr., field-grown... 120.00

4 to 8 ins., potted 1-yr. cuttings... 35.00

5 per cent discount on cash with order; or 25 per cent cash, balance C.O.D. Bare root

Junipers are fresh-dug, puddled, roots wrapped in damp moss; packing free.

DAVIDSON NURSERY

Hastings, Nebr.

JUNIPER GRAFTS.

	Per 100
Canaerti, Glauca, Burki, Keteleeri, Hetzl, Smithi and Pfitzeriana on Virginiana understock. Price, \$40.00 per 100, or \$37.50 per 100 at the 1000 rate. 250 take the 1000 rate.	
Terms: All cash with order earns free packing, or one-fourth cash and balance before shipping date, plus packing charges at cost.	

We invite comparison with grafts of any other company. Remember, when better grafts are made, Crume will make them. We are never able to supply our full demand. Be wise and early, for the early bird catches the worm.

T. C. CRUME NURSERY & LDSC. CO.

Highway 42 Florence, Ky.

JUNIPERS GLAUCA HETZL.

The nurseryman's fastest-growing money-maker, the "break-and-butter" evergreen. Closely resembles Pfitzer Juniper, but is bright blue in color. Stands more abuse and shade than Pfitzer. Practically immune to Juniper scale and requires no more pruning maintenance than a yew.

Rooted cuttings. Each

Cut 8 to 12 inches... 10c

Cut 12 to 18 inches... 20c

Spring shipment. Cash with order, free packing and express charges prepaid. Order now, we have only 1000 to sell.

EDWARD'S EVERGREEN NURSERY

West Lafayette, Ohio

EVERGREEN SEEDLINGS.

Per 100 Per 1000

Mugo Pine, 3-yr., 4 to 7 ins. \$5.00 \$32.00

Jap. Red Pine, 2-yr., 4 to 8 ins. 5.00 27.00

Jap. Black Pine, 2-yr., 4 to 8 ins. 5.00 27.00

Cupidata Jap. Yew, 2-yr., 3 to 7 ins. 9.75 80.00

Platte River Juniper, 2-yr., 8 to 12 ins. 8.00 40.00

Oriental Arborvitae, 2-yr., 8 to 12 ins. 5.00 30.00

Oriental Arborvitae, 3-yr., 10 to 20 ins. 8.00

Lacebark Pine, 2-yr., 2 to 6 ins. 6.00

NEUNER'S EVERGREEN NURSERY

Emsworth 2, Pa.

NATIVE WILD FLOWERING PLANTS.

Rhododendron, Azaleas, Kalmia, Leucothoe and Teuga canadensis. Evergreens, perennials, shrubs, trees, orchids, ferns and vines.

Send for wholesale price list.

THE THREE LAURELS

Marshall, N. C.

LINERS and TRANSPLANTS.

	Per 100	Per 1000
Berberis thun. atropurpurea, 3-yr., bushy, 18 to 24 ins., XX	\$45.00	
Cypripedium lawsoniana, 1-yr. sdgs., 4 to 8 ins.	5.00	\$40.00
2-yr. sdgs., 6 to 8 ins.	7.00	60.00
Cedrus deodara, sdgs., 6 to 8 ins.	10.00	80.00
Cotoneaster bullata, sdgs., 1 1/2 to 2 1/2 ft.	7.00	60.00
250 or over at 1000 rate, packing additional at cost. F.O.B. Seattle.		

MALMO NURSERIES

4700 25th Ave., N.E. Seattle 5, Wash.

LINING-OUT STOCK.

Per 100

Juniper, Von Ehron, 2 1/2-in. pots, 9 to 12 ins. \$30.00

Juniper, Andorra, 2 1/2-in. pots, 9 to 12 ins. 20.00

Above potted liners are now growing in greenhouse. Shipment May 1 to 15.

Juniperus pfitzeriana, XX, field, 8 to 12 ins. 40.00

Cash with order, packing free.

DAMASCUS NURSERIES

Box 138 Damascus, Ohio

LINERS—TWICE TRANSPLANTED.

Each

Taxus, spreading, 10 to 15 ins., 4-yr. \$0.45

Taxus nana brevif., 8 to 12 ins., 4-yr. .50

Above stock pruned to sizes indicated

Taxus canadensis, 12 to 15 ins., 6-yr. .30

Taxus canadensis, 15 to 18 ins., 6-yr. .40

Minimum: Lots of 25. 100 assorted your choice, 10 per cent discount. 250 assorted, 15 per cent discount.

Cash, please. F.O.B. Packing free.

MOUNTAINVILLE FOREST NURSERIES

Lebanon, N. J.

JUNIPER GRAFTS.

Canaerti, burki, glauca, keteleeri and pfitzeriana, on virginiana understock. \$40.00 per 100 at 100 rate, and \$37.50 per 100 at 1000 rate, 250 take 1000 rate. Terms: One-fourth cash with order and balance before shipping, plus boxing charges at cost. All cash with order earns free boxing. Grafts will be in short supply this season, so you had better get your order in early.

FLORENCE NURSERY

Florence, Ky.

EVERGREEN PLANT MATERIAL.

ADVANCED LINERS in Azalea, Cornus, Cotoneaster, Ilex, Juniperus, Kalmia, Leucothoe, Pieris, Rhododendron, Taxus, Thuja, Tsuga, Viburnum.

Finished Trees in Colorado Blue Spruce.

All Certified for Western Shipment.

Write for Wholesale Price List.

H. W. WEBER EVERGREEN NURSERY

16 Summer St. Weston 33, Mass.

Per 100

Taxus cuspidata, 8 to 12 ins., 2-yr. T. \$45.00

Taxus cuspidata, 8 to 12 ins., 2-yr. T. 35.00

Taxus cuspidata, brown, 8 to 12 ins., 2-yr. T. 40.00

Taxus media hickel, 8 to 12 ins., 2-yr. T. 35.00

Taxus media hickel, 12 to 15 ins., 4-yr. TT 45.00

1404 N. Anthony Blvd. Fort Wayne, Ind.

FRED P. STROHL

Per 100

15,000 Taxus cuspidata cuttings... \$ 8.00

5000 Juniperus pfitzeriana cuttings... 8.00

5000 Juniperus pfitzeriana, 2-yr., 2 1/2-in. pots... 18.00

CHARLES J. SANDERS

Monongahela, Pa.

HYBRID RHODODENDRONS.

Grown from grafts, cuttings and layers.

All leading varieties offered in 1, 2 and 3-year plants with buds. Complete list sent on request.

SEPER'S NURSERY

North Delsea Drive Vineland, N. J.

2 1/2-in. POTTED TAXUS LINERS.

Over 2 years old, 6 to 8 ins. tall.

Per 100

Taxus cuspidata, spreading... \$20.00

Taxus capitata, upright... 20.00

Packing free. Cash, please.

SINGER GARDENS, Stamping Ground, Ky.

LINING-OUT SEEDLINGS.

Per 1000

Chinese Arborvitae Seedlings... \$25.00

5 to 10 ins. seedlings, bed run... 25.00

Cedar Seedlings, graded, 5 to 10 ins. 35.00

KLEIN NURSERY

Enid, Okla.

UNROOTED CUTTINGS OF PFITZER JUNIPER.

6 to 10 ins. long, not trimmed.

Moss packed; express only. \$10.00 per 1000.

Cash with order.

KRONER'S FLOWER SHOP

4221 Grand Ave. Fort Smith, Ark.

FRUIT AND NUT TREES

PEAR, 2 AND 3-YEAR.

	Each
250 Kieffer, 11/16-in. and up.....	\$0.40
250 Kieffer, 9/16 to 11/16-in.....	.35
80 Kieffer, 7/16 to 9/16-in.....	.30
20 Garber, 9/16 to 11/16-in.....	.35
20 Garber, 7/16 to 9/16-in.....	.30
20 Garber, 7/16 to 9/16-in.....	.30
20 Bartlett, 9/16 to 11/16-in.....	.40
60 Bartlett, 7/16 to 9/16-in.....	.30
30 Bartlett, 5/16 to 7/16-in.....	.25

SHRUBS, 2 and 3-year.

30 Forsythia, 3-yr., 4 to 5 ft., hvy.....	.35
40 Forsythia, 2-yr., 3 to 4 ft., hvy.....	.25
20 Forsythia, 2-yr., 3 to 3 ft., hvy.....	.20
20 Weigela, pink, 3-yr., 4 to 5 ft., hvy.....	.40
50 Weigela, pink, 2-yr., 3 to 4 ft., hvy.....	.30
20 Japanese Quince, orange, 2 to 3 ft., clips.....	.20
20 Bittersweet, 3-yr., 3 to 5 ft., hvy.....	.35
30 Bittersweet, 2-yr., 2 to 4 ft., hvy.....	.30

Tied 10 to bunch; minimum order, 30 trees.
Packed free if cash in full with order.

BLAN NURSERIES

Station B, Box 56 Fort Smith, Ark.

TOP-QUALITY TREES AT OUR

LOW PRICES MEAN BIG SAVINGS.

We have several hundred apple in surplus, 2-yr.-old, branched trees: Red Delicious, Transparent, Stayman, Improved Yellow Horse, Winesap, Yellow Delicious; 3 to 4 ft., 15c; 4 to 5 ft., 25c; 5 to 6 ft., 30c each.

A few thousand June Bud Peach, ideal for liners or retail trade. Elberta, Belle of Georgia, Dixigen, Red Haven, Dixied, Golden Jubilee, 6 to 12 ins. 6c; 12 to 18 ins., 8c; 18 to 24 ins., 10c; 2 to 3 ft., 12c each.

A few hundred Pear, 1-yr. whips. Kieffer only, 12 to 18 ins., 15c; 18 to 24 ins., 20c; 2 to 4 ft., 25c each. Also 2-yr. br. Pears, Orient only, 4 to 6 ft., 45c each.

Order in multiples of 25 or 100. Send cash with order, please. No charge for packing.

GLOBE NURSERIES

Box 249 McMinnville, Tenn.

LOOK!

SURPLUS 2-YR. APPLE.

Graded to A. A. N. Standards.
Now booking for Spring delivery at these attractive low prices:

	Each
9/16-in. cal., 4 to 5 ft.....	\$0.20
11/16-in. cal., 5 to 6 ft.....	.25
1/16-in. cal. and up.....	.35

Will take limited contracts for growing peach, June buds or Dormant buds, for 1951 and 1952 deliveries. Write for price list on available stock.

PACK TRUE-TO-NAME NURSERY CO.

Box 82-Y McMinnville, Tenn.

CHINESE CHESTNUTS, U.S.D.A. Stock.

	2-year seedlings	100	1000
15 to 18 ins.....	\$0.30	\$0.25	\$0.20
20 to 24 ins.....	.35	.30	.25
25 to 36 ins.....	.45	.40	.35
38 to 48 ins.....	.65	.60	.50

P. F. BARRINGER Loachapoka, Ala.

Peach, Plum, Apricot, Fig, Persimmon, Pecan, in fact anything you might need.

FITZGERALD'S NURSERY

Stephenville, Texas

GRAPEVINES

Twenty of the best varieties of grapes. Lowest wholesale prices on CONCORD, NIAGARA, WEDONIA List includes fine table varieties PORTLAND, CACO, SHERIDAN. Unusual kinds, such as GOLDEN MUSCAT and CONCORD SEEDLESS.

Write for prices along with complete list of berries.

CONGDON'S WHOLESALE NURSERY

North Collins, N. Y.

GRAPE CUTTINGS.

Concord and Fredonia, \$4.00 per 1000, F.O.B. here. Tied with wire, 100 to bunch. Guaranteed true-to-name. Cut from our young, thrifty vineyard by experienced workmen.

IDEAL FRUIT FARM

Stilwell, Okla.

GROUND COVERS

Vinca Minor, Periwinkle, Myrtle, 5 to 30-cane clumps, individually made up, 3-yr. old or more. Fresh-dug, purple and white bloom, the finest ground cover, \$40.00 per 1000. Pachysandra 1 to 2 yrs. old, \$50.00 per 1000.

2 per cent cash discount with order.

H. C. WAUGH

737 Greene St. Marietta, Ohio

PACHYSANDRA TERMINALIS.

Strong, 1-yr., field-grown, \$68.00 per 1000.

HILLCREST GREENHOUSES, Franklin, Pa.

HARDY PLANTS

PERENNIALS.

New and Standard Kinds.

A most modern and complete selection.

New Wholesale List ready.

Send for your Free Copy Now.

CARROLL GARDENS

Box 15 Westminster, Md.

NEW SUMMER-FLOWERING MUMS.

Very hardy—easy to grow—clean.

Large, perfectly formed flowers from early

August to heavy frosts.

Excellent for cutting and corsages.

The NEW "GENERALS" SERIES

Rooted cuttings Pot plants

100 12 100

GENERAL MARSHALL. Deep

old rose, purple

and gold \$30.00 \$6.00 \$40.00

GENERAL MACARTHUR.

Coppery-red.

like shiny pennies..... 30.00 6.00 40.00

GENERAL BRADLEY.

Apricot, seashell-pink and

buff..... 30.00 6.00 40.00

NEW U. S. DEPT. OF AGRICULTURE

INTRODUCTIONS

DAINTY LADY. White,

inner petals yellow..... 20.00 4.00 25.00

GOLDEN CHEER.

Golden-yellow..... 20.00 4.00 25.00

GRANDIEUR. White edged

with pink..... 20.00 4.00 25.00

ROYAL GEM. Dark

garnet-red incurved

petals..... 20.00 4.00 25.00

SKI TRAIL. Ivory-white

incurved petals..... 20.00 4.00 25.00

THANKSGIVING. Bright

russet colored..... 20.00 4.00 25.00

UNIVERSITY OF NEBRASKA

INTRODUCTIONS

CODY. Orchid with white

center cushion..... 15.00 3.50 20.00

E. H. HOPPERT. Shaggy

yellow to buff-bronze..... 15.00 3.50 20.00

W. P. SNYDER. Apricot-

bronze, yellow center..... 15.00 3.50 20.00

MUMS FROM UNIVERSITY

OF MINNESOTA

AURORA. Dragon's blood..... 6.00 1.75 11.00

BUTTERBALL.

Lemon-chrome..... 6.00 1.75 11.00

CHIPPEWA. Aster purple

DEE DEE ARENS..... 6.00 1.75 11.00

Pure white..... 6.00 1.75 11.00

DR. LONGLEY. Lovely

pink..... 12.00 2.75 17.00

GLACIER. Pure white..... 6.00 1.75 11.00

MARCOON 'N GOLD. Red

and golden..... 6.00 1.75 11.00

MOONLIGHT. New, large

white..... 12.00 2.75 17.00

REDGOLD. Scarlet, pom

type..... 6.00 1.75 11.00

REDHAWK. Red..... 6.00 1.75 11.00

SUNRED. Bright red..... 6.00 1.75 11.00

VIOLET. Amaranth-

purple..... 6.00 1.75 11.00

MUMS OF UNIVERSITY

OF NEW HAMPSHIRE

NASHUA. Reddish-bronze

pom..... 6.00 1.75 11.00

SUNAPEE. Rich gold pom

..... 6.00 1.75 11.00

UNIVERSITY OF CHICAGO MUMS

CALENDULA. Chrome-

yellow..... 6.00 1.75 11.00

HARBINGER. Bronze..... 6.00 1.75 11.00

OLIVE LONGLAND..... 6.00 1.75 11.00

ROBERT BRYDON..... 6.00 1.75 11.00

Garnet red..... 6.00 1.75 11.00

DEAN KAY SERIES

DEAN KAY IMPROVED.

Rose-pink..... 6.00 1.75 11.00

DEAN LADD. Red-bronze

..... 6.00 1.75 11.00

MY LADY. Orange-yellow

..... 8.00 2.25 13.00

OTHER NEW VARIETIES

CHRIS COLUMBUS.

Ivory to yellow..... 6.00 1.75 11.00

LT. BECKNER. Shaggy,

yellow deepening to

bronze..... 15.00 3.50 20.00

POWDER PUFF. White

mound..... 10.00 2.50 15.00

Clean, strong rooted cuttings. No orders for

less than 25 of one kind, ready after March

1. Pot plants ready after April 1; no orders

for less than 12 of one kind, please. No pack-

ing charges if cash with order.

CORLISS BROS., Inc., NURSERIES

Reynard St. Gloucester, Mass.

BLEEDING HEARTS.

Undivided field-grown clumps.

Dicentra spectabilis.

Per Doz Per 100 Per 1000

2-eye, mail-order size..... \$15.00 \$0.12

3 to 5-eye mail-order size..... 23.00 .26

Regular, 3 to 5-eye..... 4.00 32.00 .28

Large, selected, 3 to 5-eye..... 5.00 35.00 .30

Forcing size, 5 to 8-eye..... 6.00 40.00 .35

Mammoth, 8 eyes and up..... 7.00 50.00 .45

Dicentra Eximia.

2 to 3-eye, mail-order size..... 10.00 .07

3 to 5-eye..... 2.00 15.00 .10

5 to 8-eye..... 3.00 20.00 .15

Plants in temperature-controlled cold storage.

Orders promptly filled. Quotations on

larger amounts upon request.

The CZ NURSERIES, Inc.

Dock Road Madison, Ohio

PERENNIALS FOR SPRING SHIPMENT.

We are listing herewith the varieties and

quantities of plants we will have to offer for

early spring shipment. These are all plants

left over from last fall when winter set in

on us. Prices on application.

Quantities

11,000 Alyssum saxatile

16,000 Asclepias tuberosa

8,000 Aquilegia Iowa Giants, mixed

28,000 Aquilegia Rose Queen

8,000 Aquilegia Silver Queen

4,000 Aquilegia Crimson Star

16,000 Aquilegia Chrysantha

15,000 Aquilegia Longissima

70,000 Aquilegia Scott Elliott, mixed

14,000 Corocopsis Mayfield Giant

40,000 Carnation Rose Queen

8,000 Carnation King of the Blacks

17,000 Carnation, golden-yellow

32,000 Carnation Mont Blanc

50,000 Carnation, deep red

48,000 Carnation, double, mixed

40,000 Delphinium Cliveden Beauty

20,000 Delphinium Bellamoseum

15,000 Delphinium Pacific Sir Gallahad

15,000 Delphinium, Pac. Round Table Series

50,000 Delphinium, Vetterle & Reineit

29,000 Delphinium, Pacific, double white

100,000 Delphinium, Pacific Hyb., mixed

10,000 Gaillardia Goblin, dwarf

11,000 Gaillardia Burgundy

8,000 Hollyhock, Chater's Double, mixed

85,000 Iberia sempervirens

4,000 Platycodon, blue

45,000 Pyrethrum James Kelway

8,000 Pyrethrum Starlight

80,000 Pyrethrum Atroroseum

55,000 Pyrethrum, double, mixed

20,000 Pyrethrum Roseum

4,000 Oriental Poppy, scarlet

14,000 Statice latifolia

8,000 Scabiosa Isaac House Hybrid

15,000 Shasta Daisy Alaska

25,000 Shasta Daisy White Lady

20,000 Shasta Daisy Dienera Double

90,000 Shasta Daisy May Queen

MONARCH PLANT FARMS

Lock Box 826 Kalamazoo 99, Mich.

EXTRA-STRONG, FIELD-GROWN PLANTS.

Grown by New England's Largest

Perennial Grower.

These plants are in cold storage and can

be shipped any time.

Per 10 Per 100

ANEMONE Whirlwind, Extra-

strong, wonderful for propaga-

tion..... \$2.75 \$20.00

ASTILBE Fanal

Large 2-yr. plants for forcing..... 5.00 45.00

Strong 1-yr. plants..... 3.50 30.00

ASTILBE Gladstone.

Named Phlox, named Delphinium, Trollius, Euphorbia, Shasta Daisy, Thalictrum aquilegifolium, 20c each.
 Red Carnation, Coral Bella, Armeria, Geum, Tritoma, Gaillardia, Day Lily, Lupine, Columbine, Pyrethrum, 17½c each.
 Primrose polyantha and Julia, hybrids, Wanda and Lodge, and casmiriana, 15c each.
 170 varieties bearded Iris at nursery.
 Rhododendron hybrids, 5c to \$3.00; Acuba Laurel, \$1.00 and \$1.50; Azalea, 50c to \$1.50; Andromeda, \$1.00 to \$1.50; Skimmia, \$1.00 to \$1.50; Kalmia, \$2.00; Mediterranean Heather, 1 ft., 75c.

PORTLAND AVENUE NURSERY
 1409 E. 59th & Portland Ave., Tacoma, Wash.

TWO HUNDRED THOUSAND DELPHINIUMS.

We have the nicest block of 1-year delphiniums we ever raised. They are extra-nice plants and not lining-out seedlings. Grown from the finest seeds. This strain is practically 100 per cent double.

	Per 100	Per 1000
Belladonna, Bellamosum	\$8.00	\$45.00
Black Knight, Galahad, Guinevere, Blue Jay and Summer Skies	7.00	60.00

VITTNER'S GARDENS
 P. O. Box 216, Sta. A, Manchester, Conn.

STRONG, TRANSPLANTED FIELD-GROWN PERENNIALS.

For spring shipment.

	Per 100	Per 1000
Aquilegia Scott Elliott's	\$10.00	
Carnation, Grenadin, scarlet-red, dark red or mixed colors	7.00	
Delphinium Belladonna	10.00	
Bellamosum	10.00	
Wrightiam	10.00	
Gaillardia Burgundy, Goblin or Dazzler	9.00	

NORTH POLE NURSERY
 Cornucopia, Wis.

SPECIAL.

We have 10,000 Sir Galahad double Delphiniums, white with white eye, seeds sown in August, 1948, now in cold storage. Can be shipped any time.
 \$2.50 for 25; \$5.00 for 50; \$10.00 per 100. 5 per cent discount on lots of 250 or more.
 Our new catalog listing 160 other varieties of plants is just off the press. Send for one.
 RICHARDS GARDENS
 "Old Homestead Brand"
 Box 63 Plainwell, Mich.

LYTHRUM MORDEN'S PINK.

Transplants from field beds.

Early spring shipment.

	Per 100	Per 1000
Aug., 1950, transplants	\$8.00	\$75.00
July, 1950, transplants	9.00	85.00
June, 1950, transplants	10.00	95.00
One-year, field plants	15.00	140.00

Send for trade list on perennials.
 PLANE VIEW NURSERY
 Newport, R. I.

PINK SACHET.

Introducing a new Old-Fashion Pink. Large (2-inch) single, pink flowers with maroon center. Fragrant, hardy, with good foliage. Excellent for cutting. 10-inch stems.
 Doz. 100
 Strong rooted cuttings \$4.00 \$35.00
 PLANE VIEW NURSERY, Newport, R. I.

ARONIA ARBUTIFOLIA brilliantissima.

Per 100 Per 1000

1-yr. sdgls., 4 to 6 ins.	\$5.00	\$40.00
1-yr. sdgls., 6 to 8 ins.	6.00	50.00

PLANE VIEW NURSERY
 Newport, R. I.

PHLOXES.

\$9.00 per 100; \$80.00 per 1000.

Please write for list.

GULDEMONT NURSERIES

Galesburg, Mich.

America's Best Source for Hardy Plants is

THE WAYSIDE GARDENS

Mentor, Ohio

Write for Trade List.

HARDY PLANTS.

Please write for our new list of perennial plants.

WALTERS GARDENS

Zeeland, Mich.

HARDY PHLOX.

Please ask for our new list on 1-year, field-grown Phlox.

WALTERS GARDENS

Zeeland, Mich.

BLEEDING HEARTS.

Dicentra spectabilis, 3 to 5 eyes	\$0.25
Dicentra spectabilis, 5 to 8 eyes	.35

Well developed, field-grown roots.
 CASHAR W. EVANS
 Selbyville, Dela.

PHLOX.

If interested in phlox and other perennials, write for price list.

HENRY LE POIRE, Rt. 2, Zeeland, Mich.

Pansies, perennials and rock plants in wide variety. Send for catalog.

PITZKONKA'S PANSY FARM

Bristol, Pa.

Advertisers' Experience Shows

American Nurseryman Classified Ads Bring Results.

HOLLY

ILEX DECIDUA.

Deciduous Holly bears masses of red berries that hang all winter. Hardy, transplants well, good retail seller. 1-yr. seedlings, 6 to 12 in., 15c ea.; 4 to 6 ins., 7½c ea. Older demonstration plant free with 300 No. 1 or 500 No. 2.

Red Yucca (Hesperaloe parviflora), blooms all summer. 1-yr. seedlings, 10c ea.
 NOBLE NURSERY
 Noble, Okla.

AMERICAN HOLLY (Ilex Opaca).

Liners. Specimens to 16 ft.

Send for free booklet.

EARLE DILATUSH, Holly Specialist
 Rt. 25 (near Trenton), Robbinsville, N. J.

IVIES

IVIES—Hardy English, both large and small-leaved; strong 3-in., \$8.00 per 100, \$75.00 per 1000; rooted cuttings, \$2.50 per 100, \$22.50 per 1000. Hahn's, 2-in., 5c. Baltic, 2-in., 10c.

JACOB SCHULZ
 831 Cherokee Rd., Louisville 4, Ky.

ROSEBUSHES

ROSEBUSHES.

California-grown

Practically all No. 1 grade are sold and many varieties sold out completely. The remaining CALIFORNIA-GROWN Rosebushes will go to the first askers for them.
 Condesa de Sagastio Christopher Stone
 Duquesa de Penaranda Etoile de Hollande
 Girona Hadley
 Hinrich Gaede J. O. Thilow
 K. A. Viktoria McGredy's Yellow
 McGredy's Scarlet Mrs. P. & du Pont
 Mrs. E. P. Thom Pres. Hoover
 Poinsettia CLIMBERS
 Red Tailsman Paul's Scarlet
 Golden Rapture Hadley
 Red Radiance Snowbird
 Rose Marie Mrs. E. P. Thom
 Soeur Therese Tailsman
 Tailsman Red Tailsman
 Frau Karl Druschki Rose Marie
 Caledonia Belle of Portugal
 McGredy's Ivory
 No. 2 Grade No. 1½ Grade No. 1 Grade
 36c each 47c each 58c each
 F.O.B. Winnsboro, Tex.

Terms: 55 per cent with order, balance before shipment or C.O.D. These California-grown Rosebushes are scheduled to reach Winnsboro, Tex., around January 15, when they will be graded and shipment made when you are ready.

RUSSELL WILSON NURSERY

Winnsboro, Tex.

ROSES.

Pink Radiance, Red Radiance, Katharina Zeimet (white polyantha), Paul's Scarlet Cl., P. K. Druschki (also called White Am. Beauty and Snow Queen).
 Prices: No. 1 Grade, 55c each.
 No. 1½ Grade, 45c each.
 Usual terms and conditions.

Immediate shipment. Cash, please.
 OZARKS PLANT FARMS, Inc.
 A.A.N. Mbr. Springfield, Mo.

SEEDS

CHAENOMELES SEEDS

(Hybrid Japanese Quince).

Why persist in quoting obsolete tall red-flowering Quince in your price list and catalogs? Japanese Dwarf Hybrid Flowering Quince 30 different types and colors in these seeds. \$2.00 per oz. 1-year seedlings, 6 to 8 ins., all new and different colors and shades, \$30.00 per 100, \$55.00 per 200.

SILVA'S HYBRIDIZER

408 Water Trough Rd. Sebastopol, Calif.

MAHONIA AQUIFOLIUM SEEDS.

We are not affected by Plant Quarantine No. 37 covering this item. Please mail sample and quote price on 25 pounds (more or less) of these seeds.

THAUERNICHT NURSERY CO.
 400 N. Sylvania Ave. Fort Worth 11, Tex.

For a blight and wilt resistant tomato, see our tomato seed advertisement in the January 15 issue of this publication, page 31, about Tomato No. 52. BEN REIMERS, 1111 Lincoln Ave., Alameda, Calif.

SHRUBS and TREES

Magnolia grandiflora seedlings, 1-yr., average about 5 ins., \$65.00 per 1000, 300 at thousand rate. 2-yr. seedlings, 12 to 18 ins., 25c; 18 to 24 ins., 40c; 2 to 3 ft., 60c. Some magnolia leaves injured in top of plant because of record low temperatures in Nov. Euonymus patens, large leaf, vine type, 1-yr., rooted cuttings, about 6 ins., 10c. Euonymus patens, seedlings, 1-yr., 1 to 2 ft., 10c. Euonymus coloratus, 2-yr., cutting-grown, 1 to 2 ft., 15c. Water Oak, almost evergreen here, 18 to 24 ins., 15c. Willow Oak, 12 to 18 ins., 10c. Another oak (name in doubt), huge acorns, fast grower, nice tree, 2 to 3 ft., 25c. Cash before shipment, packing free. F.O.B. Van Buren, Ark. Shipment until about April 10. HARWELL NURSERY, Van Buren, Ark.

FLOWERING SHRUBS.

*Quality Stock
 *Reasonable Prices
 *Large Supply for Easy Selection
 *Generous Grading
 SPIRAEA REEVES, DOUBLE.

	Scottsville	Dallas
18 to 24 ins. BR.	\$0.30	\$0.35
30 to 36 ins. BR.	.50	.55
2 to 3 ft. BR.	.30	.33
3 to 4 ft. BR.	.50	.55
1-yr. No. 2, BR.	.20	.23
1-yr. No. 1, BR.	.30	.35
3-yr. No. 1, BR.	.50	.55
3-yr. tree form, jumbo grade, BR.	.90	1.00

VERHALEN NURSERY CO.
 Scottsville, Texas
 or
 1114 South Beckley
 Dallas, Texas
 "Your Profits Grow in Verhalen Plants"

LINING-OUT STOCK.

Strong, field-grown plants.

	Per 100	Per 1000
Honeyauke, heckrottii	\$12.00	
12 to 18 ins.		
Euonymus coloratus	12.00	\$100.00
10 to 12 ins.		
Euonymus radicans	12.00	100.00
10 to 12 ins.		
Euonymus carrierei, large-leaved type, 10 to 12 ins.	12.00	100.00
Lombardy Poplar (whips), 6 to 12 ins.	2.00	18.00
Lombardy Poplar (whips), 12 to 18 ins.	2.50	22.50
Lombardy Poplar (whips), 18 to 24 ins.	3.00	25.00
ROOTED CUTTINGS.		
Viburnum opulus sterile	10.00	80.00
Common Snowball	10.00	80.00
Euonymus coloratus	10.00	80.00
Spiraea foerbei	3.50	30.00
Spiraea Anthony Waterer	4.00	35.00
Cash, please. No packing charges.		

PRITCHARD NURSERIES
 R. 4 Ottawa, Kan.

LINERS, QUALITY PLANTS.

Spring or Fall Delivery.

	Each
Azalea, Mollie Cream, 2 to 4-in.	\$0.08
Andromeda (Pieris), 4 to 6-in., C. X.	.20
Choisya ternata, 8 to 10 ins., XX.	.35
Daphne mesereum, 6 to 8 ins., X.	.12
Daphne mesereum, 8 to 10 ins., X.	.17
Daphne odora, 6 to 8 ins., frame.	.15
Daphne odora, 8 to 10 ins.	.45
Heather, mediterranea, 2 to 4-in. spread	.15
Heather, mediterranea alba, 2 to 4-in. spread	.15
Heather, Springwood White, 2 to 4-in. spread	.15
Heather, carnea, 2 to 4-in. spread	.15
Cypripedium, nestodes, X, sd.	.20
Thuja lobbii, 4 to 8 ins., X, sd.	.17
Thuja lobbii, 6 to 8 ins., X, sd.	.17
Thuja woodwardii, globe, 6 to 8 ins., X, sd.	.18
Skimmia japonica, X, sd., branched	.35
Cash with order. F.O.B. Shipped express.	

FOUR STAR NURSERY
 Rt. 3, Box 3529 Edmonds, Wash.

MIMOSA.

Albizia Julibrissin.

New booking orders for future delivery at rock-bottom prices for clean, well grown, healthy stock of this popular, most beautiful, small, pink-flowering tree. Easy to transplant. Grows quickly.

	Per 100	Per 1000
6 to 10 ins.	\$2.50	\$20.00
12 to 18 ins.	4.00	30.00
24 to 30 ins.	5.00	35.00
36 to 40 ins.	10.00	70.00
50 at 100 rate. 500 at 1000 rate.		
2 to 4-ft. transplants	17.00	100.00
4 to 6-ft. transplants	30.00	225.00
6 to 7-ft. transplants	65.00	
7 to 8-ft. transplants	90.00	
Not less than 10 at 100 rate.		

RIEGL PLANT CO.
 Experiment, Ga.

ORIENTAL MAGNOLIAS.

	Per 10	Per 100
M. soulangeana and		
M. alexandrina	\$2.50	\$20.00
12 to 18 ins., CT.	4.00	35.00
18 to 24 ins., CT.	24.00	210.00
3 to 4 ft., B&B.	32.00	280.00
4 to 5 ft., B&B.	40.00	350.00
5 to 6 ft., B&B.		
M. nigra		
12 to 18 ins., CT.	2.00	25.00
18 to 24 ins., CT.	2.50	30.00
3 to 4 ft., B&B.	16.00	150.00
3 to 4 ft., B&B.	24.00	210.00
12 to 18 ins. CT and 18 to 24 ins. CT liners bare-rooted, packed in sphagnum moss, no packing charges. B&B stock loaded in your truck or boxcar.		

OVERLOOK NURSERIES, Inc.

Mobile, Crichton Station, Ala.

MIMOSA (Albizia Julibrissin).

	Per 100	Per 1000
2 to 3 ft.	\$8.50	\$80.00
3 to 4 ft.	15.00	110.00
4 to 5 ft.	17.50	150.00

No orders for less than 100 trees.
 RUSSELL WILSON NURSERY
 Winnsboro, Tex.

SHRUBS AND TREES—Continued

Magnolia grandiflora seedlings, 1-yr., average about 5 ins., \$65.00 per 1000. 300 at thousand rate. 2-yr. seedlings, 12 to 18 ins., 25c; 18 to 24 ins., 40c; 2 to 3 ft., 50c. Some *magnolia* leaves injured in top of plant because of record low temperatures in Nov. *Euconymus patens*, large leaf, vine type, 1-yr., rooted cuttings, about 6 ins., 10c. *Euconymus patens*, seedlings, 1-yr., 1 to 2 ft., 10c. *Euconymus coloratus*, 2-yr., cutting-grown, 1 to 2 ft., 15c. *Pyracantha coccinea*, 1-yr., rooted cuttings, 6 to 12 ins., 15c. Water Oak, almost evergreen here, 18 to 24 ins., 15c. Willow Oak, 12 to 18 ins., 10c. Another Oak (name in doubt), huge acorns, fast grower, nice tree, 2 to 3 ft., 20c. Cash before shipment, packing free. F.O.B. Van Buren, Ark. Shipment until about April 10, HARWELL NURSERY, Van Buren, Ark.

MIMOSA TREES.

Wide-spreading lawn tree, excellent for shade PLUS producing pink flowers to add beauty to any landscape job.

	Each	Dallas
4 to 5 ft., BR.	\$0.50	\$0.55
5 to 6 ft., BR.	.70	.80
6 to 8 ft., BR.	1.00	1.10
8 to 10 ft., BR.	1.50	1.65

VERHALEN NURSERY CO.

Scottsville, Tex.

or

1114 So. Beckley

Dallas 8, Tex.

"Your Profits Grow in Verhalen Plants"

RED FLOWERING DOGWOOD.

(*Cornus florida* rubra)

	Each
24 to 30 ins., well br., bare root.	\$1.50
30 to 36 ins., well br., bare root.	2.00
3 to 4 ft., well br., bare root.	2.50

5-N-1 COMBINATION APPLE

	Each
9/16-in., 4 to 5 ft.	\$0.75
11/16-in., 5 to 6 ft.	.85

Varieties: Anoka, Lodi, Red Delicious, Yellow Delicious, Red Jonathan and Stayman Winesap.

CUMBERLAND VALLEY NURSERIES, Inc. McMinnville, Tenn.

LINERS, SPRING DELIVERY.

	Each
<i>Viburnum burkwoodii</i> , 6 to 8 ins.	\$0.17
<i>Viburnum burkwoodii</i> , 8 to 10 ins.	.21
<i>Daphne cneorum</i>	.12
<i>Daphne odora</i>	.15
<i>Juniperus tamariscifolia</i> , 2 to 4 ins.	.10
<i>Juniperus tamariscifolia</i> , 4 to 6 ins.	.15
<i>Juniperus tamariscifolia</i> , 6 to 8 ins.	.18
<i>Lithospermum</i> (Heavenly Blue)	.15

Terms: Half of amount with order, balance C.O.D.; packing at cost, shipped express.

FOUR STAR NURSERY

Rt. 3, Box 3529 Edmonds, Wash.

Ohio's oldest nursery offers you red and green Barberry. Grown right. Graded right.

	Per 10	Per 100
<i>Berberis thunbergii</i> (Red-leaved Barberry).	\$2.00	\$17.50
12 to 15 ins., 3-yr., Tr.	3.50	30.00
18 to 24 ins., 3-yr., Tr.	4.00	35.00

Berberis thunbergii (Green-leaved Barberry).

	Per 10	Per 100
12 to 15 ins., 3-yr., Tr.	\$2.00	\$15.00
18 to 24 ins., 3-yr., Tr.	3.00	25.00

Cash with order. Boxing free. Est. 1877

CALL'S NURSERIES

Call Road Perry, Ohio

AMUR RIVER SOUTH PRIVET.

These plants were well spaced in the field and grew unusually big and bushy.

	Each	Dallas
30 to 36 ins., BR.	\$12.00	\$12.50
3 to 4 ft., BR.	15.00	16.00

VERHALEN NURSERY CO.

Scottsville, Tex.

or

1114 So. Beckley

Dallas 8, Tex.

"Your Profits Grow in Verhalen Plants"

SHADE TREES.

	Each	Each	Each
	per 10	per 100	per 1000
4 to 6 ft.	\$0.45	\$0.40	\$0.35
6 to 8 ft.	.75	.70	.65
8 to 10 ft.	1.00	.90	.80
1 to 1 1/2-in.	1.50	1.40	1.30
1 1/2 to 2-in.	2.00	1.85	1.70
2 to 2 1/2-in.	2.50	2.35	2.20
2 1/2 to 3-in.	3.00	2.80	2.60

FARMER NURSERY

Plainview, Tex.

RED JAP. MAPLE SEEDLINGS.

Selected 100 per cent red. (Sturdy.)

	Per 100	Per 1000
8 to 10 ins., X, 2-yr.	\$25.00	...
6 to 8 ins., X, 2-yr.	22.50	\$200.00
5 to 8 ins., X, 1-yr.	18.00	...

Spring delivery.

ELWOOD HUBBS

204 Delaware Ave. Palmyra, N. J.

SURPLUS.

Chinese Elm, 4 to 7 ft., collected, mostly 6 ft. Straight, some branched. \$25.00 per 100; \$20.00 per 100 in 1000 lots. 250 at 1000 rate. Special price on large quantities. Will trade for potted liners.

HUNTER & SONS NURSERIES

Rt. 8, Box 547 Tulsa, Okla.

Ginkgo biloba, linera.

	Per 100	Per 1000
2 to 4 ins.	\$3.00	\$25.00
4 to 6 ins.	4.00	35.00
6 to 8 ins.	5.00	45.00

Berberis thunbergii Atro. (Red-leaved Barberry), transplants. Inspection certificate No. 75.

12 to 15 ins. 13c each

15 to 18 ins. 18c each

Cash with order. Packing extra.

EDMOND L. BABCOCK NURSERY

32 West Ave. Danville, N. Y.

JUNIPERUS HETZI GLAUCA Each per 100

1-yr., 4 to 6 ins. \$0.10

2-yr., 6 to 9 ins. .18

Samples sent on request.

LONGICERA ZABELI

12 to 18 ins. .10

18 to 24 ins. .15

PHILADELPHUS VIRGINALIS

12 to 18 ins. .20

18 to 24 ins. .30

BALCOM NURSERY Kokomo, Ind.

LINING-OUT STOCK.

MAGNOLIA, rooted cuttings from 3-in. pots.

Varieties: Liliiflora \$4.00 Per 100

Stellata 5.50 50.00

Soulangiana 5.00 45.00

Soulangiana nigra 5.50 50.00

Soulangiana lennei 5.50 50.00

No charge for packing if cash with order.

SEPPERS NURSERY

North Delsea Drive Vineland, N. J.

LINING-OUT STOCK.

We offer Chinese Chestnuts; Native Shrubs.

Trees and Evergreens; Flowering Peach and Ornamental Plums, and Fruit and Shade Trees. Top-quality, dependable plants at reasonable prices.

GLOBE NURSERIES

Box 249 McMinnville, Tenn.

EUROPEAN WHITE BIRCH SEEDLINGS.

We offer 25,000 White Birch seedlings, 4 to 6 ins., \$17.00 per 1000. In 1000 lots only.

Cash with order, please.

VILLA NURSERIES

Montavilla Station, P. O. Box 5137

Portland 16, Ore.

Lombardy Poplar, 6 to 8 ft., 20c ea.; 5 to 6 ft., 12c ea.; 4 to 5 ft., 10c ea.; Carolina poplar, 8 to 10 ft., 30c ea.; 6 to 8 ft., 20c ea.

Black walnut, 15 to 20 ins., 15c ea. California Privet Hedge, 18 to 24 ins., 7c ea. Peach Trees, Polly and Redhaven, 2 to 3 ft., 12c ea.

PONZER NURSERY Rolla, Mo.

Per 100 Per 1000

1000 Irish Juniper \$50.00 \$400.00

1000 Cydonia japonica 30.00 250.00

3000 Japanese Ligustrum 3c and 6c each.

Many other liners.

The CHALIN LEWIS NURSERY

P. O. Box 83 Piggott, Ark.

REDBUD (*Cercis Canadensis*).

Per 100 Per 1000

2 to 3 ft. \$10.00 \$ 80.00

3 to 4 ft. 15.00 130.00

No orders for less than 100 trees.

RUSSELL WILSON NURSERY

Winnaboro, Tex.

WEIGELA ROSEA.

Per 100 Per 1000

18 to 24 ins. \$10.00 \$ 90.00

2 to 3 ft. 15.00 140.00

No orders for less than 100 plants.

RUSSELL WILSON NURSERY

Winnaboro, Tex.

DOGWOOD, PINK-FLOWERING.

Per 10 Per 100

18 to 24 ins. \$15.00 \$135.00

2 to 3 ft. 20.00 165.00

RUSSELL WILSON NURSERY

Winnaboro, Tex.

CHINESE ELM TREES.

4 to 6 ft., \$20.00 per 100.

6 to 8 ft., \$45.00 per 100; 25 at the 100 rate.

2 to 4-ft. liners, \$5.00 per 100.

GRUNDY'S GARDENS

Box 325 Anton, Texas

Berberis thunbergii.

2-yr. sdgs., 12 to 18 ins. \$35.00

2-yr. sdgs., 8 to 12 ins. 15.00

L. P. BRICK NURSERY

Painesville, Ohio

HACKBERRY TREES, B&B.

2 to 3-in. dia., 12 to 18 ft. tall, straight trunk. From \$3.50 to \$8.00.

SEDALIA NURS., 501 Ohio, Sedalia, Mo.

VEGETABLE ROOTS

VICTORIA RHUBARB ROOTS.

1/2 to 3/4-in., \$15.00 per 1000; 3/4 to 1-in., \$20.00 per 1000; 1 to 1 1/2-in., \$35.00 per 1000.

1 1/2-in. up, \$45.00 per 1000. New crop seeds, \$1.00 per lb., 10 lbs. and over, 75c per lb.

Free boxing.

ASHCRAFT'S PLANT NURSERY

Copemish, Mich.

MISCELLANEOUS

SPRING SURPLUS.

	Per 100
100 Moss Cypress Imp., blue, 12 to 15 ins.	\$125.00
800 Jap. Red Maple, 1-yr. select red.	15.00
1000 Ilex convexa, 2-yr., S. tr.	15.00
200 Epimedium	30.00
100 Hemerocallis Hyperion	30.00
100 Hemerocallis Theron, maroon	40.00
100 Hemerocallis, Lyonian hybrid.	40.00
select	40.00
2000 Taxus, 1-yr., sdks.	5.00
25 Celastrus scandens, 6-yr., heavy, \$1.50 each.	
50 Apple, 5 to 8 ft., good varieties, mixed, \$1.00 each.	
Cash with order, please.	

BRIMFIELD GARDENS NURSERY

245 Brimfield Rd. Wethersfield, Conn.

1000 Kentucky coffee trees, 50,000 Amu River North Privet, 7-in. cuttings, \$2.50 per 1000. Many others. 1000 lbs. Kentucky coffee beans, 25c per lb.

Sycamore (*Platanus*), 45c per lb. Privet seeds, 90c per lb.

SCHROEDER NURSERY CO.

Granite City, Ill.

RED CEDAR TRANSPLANTS.

6 to 10 ins., Plate type.

\$3.50 per 100; \$30.00 per 1000.

MCDONALD RHUBARB.

No. 1 divisions,

\$15.00 per 100; \$130.00 per 1000.

HOME NURSERY Cuba, Kan.

SUPPLIES

MEL-LO PEAT.

A pure sedge Peat, sun-cured, air-dried, analyzed 2 to 2 1/2 per cent nitrogen, 96 per cent humus, acidity, 5.3 to 5.8. Golf courses demand Mel-lo Peat—will not ripple after top dressing greens. Greenhouses, nurseries and landscape gardeners repeat orders year after year. Not to be confused with much soils advertised as Peat. Mel-lo Peat is analyzed for your protection. Delivered 11,300 bushels to the State of Ohio Forestry Nursery, Marietta, O.—A good recommendation for Mel-lo. We deliver in truckload within 200 miles of our plant. Write for prices. Order early. Check with order.

5 to 10 2-bu. bags, F.O.B. our plant, \$1.25

11 to 50 2-bu. bags, F.O.B. 1.10

51 to 100 2-bu. bags, F.O.B. 1.00

101 to 200 2-bu. bags, F.O.B. .90

Excellent for lawns, gardens and shrubs.

Snappers, Azaleas, Hydrangeas, Cyclamen, Camellias, Gloxinias, Carnations, Poinsettias, Tuberoses Begonias and many other plants. Be safe with Mel-lo.

MEL-LO PEAT CO., WILLARD, O.

DAHLIA OR TREE LABELS.

Priced per 1000 plain painted

3 1/2 x 5 ins., notched, not wired. \$2.50

3 1/2 x 5 ins., wired (copper). 3.50

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Evergreen tip cutting wood of Arborvitae, Taxus and Junipers. Please state variety, price and quantity available.
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by A. C. Hottes, \$4.00.

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HANDBOOK OF FERTILIZERS,
by A. F. Gustafson, \$2.00.

THE GARDENER'S ALMANAC,
by Edward I. Farrington, \$1.50.

These books and others on horticultural subjects may be obtained, postpaid, at the publishers' prices indicated, from

AMERICAN NURSERYMAN
242 South Dearborn Chicago 4, Ill.

INDIANA CONVENTION.

[Continued from page 15.]

square mile, population percentage change in the past decade, average monthly rent per dwelling, etc. He stated that some determination of market could be expected by using the statistics available which showed the percentage of detached dwelling units which were owner occupied.

Employee Benefits.

The importance of labor in all nursery operation was the subject of the first talk of the convention, given by Alfred Bloch, nursery manager, W. A. Natorp Co., Cincinnati, O.

Since labor is a determining factor of cost of production and final profit, this subject must be given much thought by the modern nurseryman. Referring to his own organization, he mentioned considerations behind policy on bonus, vacations, minimum guaranteed hours per week and the like. His company pays its men on an hourly basis, and a time card is kept for each man and carefully checked for accuracy. Good-quality shirts and jackets bearing the firm's insignia are purchased for each man, who pays half the cost and is limited to four at one time. The company offers steady employment, but the men work shorter hours in the off season. Vacation pay is dependent upon duration of service; men who have been with the company less than two years receive one week's vacation pay, and those with longer service receive two weeks' vacation pay. In recent years the vacation period has been switched to winter to give men opportunity for longer vacations at no sacrifice to the company.

At least twice a year the company entertains its employees at dinner or a picnic, these occasions offering the officers of the firm opportunity to address employees as a group.

The firm's Christmas savings account has proved successful over many years. From about March 15 to December 1 the company contributes to this account 25 cents each week for each man, and each man adds 75 cents weekly. At the Christmas party each is paid his savings. This Christmas a total of \$6,000 was paid out.

Dinner and Banquet.

A free buffet dinner was enjoyed by all Wednesday evening. Afterward was shown a movie of members at last summer's meeting at Jackson & Perkins Co. of Indiana, the Hillsdale Landscape Co. rose festival and the association's tour of the Morton Arboretum.

An innovation at the annual banquet, Thursday evening, was the presentation, as speakers, of four foreign students at Purdue University. Martin Gemachlich, in his talk, toured the climatic belts of Germany for the changes of flora to be seen there. Alok Guha transported his listeners to the lush growth to be found in India's mountains and valleys, where the counterparts of our flowers and vegetables can be found. The third speaker, Saba N. Saba, of Damascus, kept the audience in laughter with his witty observations on the customs in Syria. Witold Krassowski, of Poland, president of the Purdue foreign student organization, concluded the panel with an imaginative tour of his country. The Purdue University Glee Club, just returned from a tour of western Europe, sang several selections under the direction of Al Stewart, the most notable of which was the interpretation of "Battle Hymn of the Republic." Merrill Esterline, Eagle Creek Nursery Co., New Augusta, served as toastmaster.

New Lawn Grasses.

The second speaker during the regular sessions, Dr. William Daniels, of the department of agronomy, spoke on "New Developments in Lawn Grasses." In referring to turf management, he mentioned the problems of fertilizing and watering sods during adverse weather and showed slides of athletic field problems and results of new methods of maintenance. He demonstrated common embankment and weed problems and mentioned a few of the methods and materials used in solving such problems.

New varieties of grasses showing promise, he stated, include the U-3 Bermuda, Alta fescue for large or commercial areas and Merion bluegrass (B-27) where short cutting is required. He mentioned that Zoysia matrella was slower than the U-3 strain of Bermuda grass, but it mixes better with other grasses. C-115 has shown itself to be a superior bent grass strain.

Landscape nurserymen probably were the most surprised at the rates of seed and fertilizer applications which gave the best results in tests. Increases in fertilizer up to a heavy rate gave heavy turf, whereas heavy seeding was ineffective if unaccompanied by generous fertilizing.

Dr. Daniels demonstrated the aerifier principle of loosening packed ground and stated it was necessary to have the seedbed well aerated for only a short depth, although natu-

rally a better root development resulted in deep tilth and good topsoil. He recommended periodic renewal of small amounts of fertilizer on lawns and moisture retentive mulches over new seedlings.

Importance of Bookkeeping.

For the benefit of nurserymen and landscape nurserymen just starting in business or for the established nurseryman interested in modernizing his bookkeeping system, Harold Clegg, landscape division, Associated Sales, Lafayette, spoke informally about printed forms which assist in good office management. He suggested that all classifications of records should be set up to correspond to the expenses and deductions allowed businesses in form 1040 of the federal income tax report. For most nurseries, this would consist of categorizing such items as labor, advertising, postage, telephone, truck and auto expenses, taxes on license plates, freight and express, insurance, repairs, traveling expense, subcontract work, services, rent paid and/or received, light, power and water, interest and miscellaneous.

A small business can get along with daily records, but to secure an over-all picture or analysis, it is better to use a cashbook or journal that is balanced monthly and the resulting data transferred to a general ledger.

In a discussion period on inventory, Mr. Clegg demonstrated the advantages of the visible system of inventory control. He suggested that if the nursery is large enough to justify the procedure, a perpetual inventory be kept. In answer to the question whether to carry the inventory on the books at cost or market price, he replied that it was obligatory to enter them at cost.

An unscheduled illustrated talk the afternoon of January 4 was given by Stanley Castell on plant quarantine and eradication of barberry varieties carrying stem rust. The color film vividly illustrated the problems of control and showed treatments used in securing a large measure of control. Nurserymen were advised on procedures for interstate shipment of barberry and the growing on of rust-resistant stocks.

Victor Ries, department of horticulture, Ohio State University, Columbus, gave an interesting personal commentary on "If I Were a Nurseryman." He began by stating that not many nurserymen were interested in plants as such and that the average customer can pretty well size up his local nurseryman by noting how he has planted and cared for his own home and commercial premises.

One of the delights of being a nurseryman, he said, is experience in becoming well acquainted with one family of plants. He observed that there is altogether too much variation in the characteristics of the same commercial variety. For instance, the landscape architect specifies a certain variety with an effect in mind which cannot be achieved if the local supplier has a poor strain to offer.

Professor Ries advocated that dwarf strains be sought and propagated, adding that he would like to see coarser-leaved varieties discovered in shrubs having a small ultimate size so that they would be appropriate for use with the modern house, using rough or bold structural materials.

Public Relations.

In discussing public relations, Walter W. Hillenmeyer, Jr., Hillenmeyer Nurseries, Lexington, Ky., said, "A satisfied customer tells his friends; a dissatisfied customer tells everybody." Stating that in the nursery business, as well as any other business, public relations are a necessary factor for success, he advocated that the nursery grounds or salesyard be well maintained to have an inviting look for potential customers. Other points to remember are to make all necessary adjustments before completing a job, to leave a customer's premises clean and never to make rash promises to customers. Nurserymen should participate in local events and further public relations by doing such things as volunteering for talks to local garden clubs, donating Christmas trees to orphans' homes or giving any left-over flowers to hospitals, and certainly by always sending good material.

A succeeding speaker, Prof. L. R. Quinlan, department of horticulture of Kansas State College, Manhattan, talked on "Present-day Trends in the Design of Small Properties" and illustrated his remarks with colored slides. The absence of obvious foundation planting around today's home is a salient difference between modern architecture and that of the "gay nineties," he said. Orientation of the house to sun and prevailing winds is a modern trend which can be exploited profitably by the landscape architect. Although formality in gardens has disappeared, the forethought and ingenuity required to design and informal garden are more demanding.

The next speaker, Dr. E. L. Butz, head of the department of agricultural economics, Purdue University,

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SITUATION WANTED—Man, 40, married, two children, would like to become associated with midwestern nursery. Agricultural college graduate majoring in horticulture and ornamentals. Presently employed in county agricultural agent work in field of horticulture. Can draw plans. Interested in landscaping, retail sales, propagation, other nursery work. Would consider park or estate work. Can furnish best of references. Presently living at Kansas City. Address Box 771, care of American Nurseryman.

SITUATION WANTED—With nursery or landscape organization in Florida, until April 1. 15 years' experience in horticulture, 4 years' college. Capable of supervising jobs. Age 40; married, 1 child. Will do any type of work. Wages not a primary factor; would like to gain some experience of tropical plant materials and methods of operation. Address Box 775, care of American Nurseryman.

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Twelve-acre nursery in midwest rich land, wholesale inventory value growing stock \$7500.00, seventy per cent of which is evergreens, coniferous and broad-leaved, balance is shade trees, flowering shrubs and ornamentals. On U. S. highway; new modern 5-room brick house; concrete block storage house, 25x50 ft.; tractor, truck, sprayer and other equipment like new. Reason for selling, poor health, and my son, who was operating the business, was taken into the service. Address Box 770, care of American Nurseryman.

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Nursery, 20 minutes from Seattle on paved highway in fast-growing community. Rhododendrons, azaleas, primroses and camellias our specialty. 2 acres, 18x40-ft. greenhouse, lots of lath houses, large storage house, city water, plus own water system for sprinkling. Modern 3-bedroom house, automatic oil heat and electric water heater. A good buy at \$50,000.00.

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Capital and some land to invest in retail nursery. Limited personal participation. Northeast preferred. Replies confidential. All details first letter. Box 778, care of American Nurseryman.

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This may be an opportunity. I must retire after being in the landscape and nursery business for over forty years. I desire a college-trained man with a background of successful sales experience to join me in the business and eventually take over management or acquire part ownership. If interested, write for further particulars and tell me about your experience and background. Address Box 776, care American Nurseryman.

HELP WANTED

Landscape foreman experienced in following plans and planting landscape jobs, also in landscape maintenance and tree trimming. Must work with crew. Permanent position. Single man willing to travel preferred.

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Nursery 25 miles outside of Detroit, Mich., wants capable man who can execute landscape plans and take complete charge of nursery. State age, past experience and salary desired.

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Field foreman on 100-acre evergreen nursery in north central state. Unusual opportunity for the right man. Please give complete information in first letter. Address Box 774, care of American Nurseryman.

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Landscape foreman for housing project and nursery operations. Unusual opening for aggressive man. Opportunity for part interest to right party. Permanent. Near Baltimore, Md. State age, experience, etc. Address Box 753, care of American Nurseryman.

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Experienced working foreman for landscaping at Minneapolis, Minn. Must be aggressive, able to give estimates, draw plans, sell and handle men. Modern 4-room house available. Give age, experience, references and salary expected in first letter. Permanent position and real opportunity for the right kind of man. Address Box 783, care of American Nurseryman.

HELP WANTED

Man with trade experience to handle sales correspondence and advertising for Chicago firm. Give details of qualifications and experience in your application. Address Box 750, care of American Nurseryman.

SITUATION WANTED

Graduate of Ohio State University, department of ornamental horticulture. Has practical experience and own business. Prefers southwest U.S. Will furnish details. Write:

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SITUATION WANTED

College graduate landscape architect with family desires situation in central or southern Michigan. Over a year of well rounded experience designing, selling, planting and supervising in small mid-western nursery. Also some greenhouse and propagating in 6000 ft. of glass. Address Box 781, care of American Nurseryman.

SITUATION WANTED

Experienced nurseryman wishes permanent employment with established nursery in south or southeast. 15 years in retail nursery business in midwest and present location. Age 53; married, wife and 3 children. Veteran World Wars I and II. Can handle men in all field operations and is experienced in all phases of landscape layout. Can give good references.

JOSEPH J. KASPER
P. O. Box 1103 Prescott, Ariz.

cautioned nurserymen to guard against "pricing an industry out of its market." He stressed the need of applying cultural practices and scientific knowledge to keep the price of a crop within reach of the potential buyer, stating that the ultimate goal of production is consumption.

In a round-table discussion on "A Lining-out Program for the Young Nursery," Robert Hoffman acted as moderator for the group of speakers, including Henry Gilbert, Walter Hillemeyer, Professor Quinlan, Harold

Bohling and Harold Clegg. They were in agreement on using the largest lining-out stock available and growing on a percentage basis of semifinished stock. It seemed advisable to buy finished stock for immediate demands for jobs.

The first speaker Friday, the final day of the conference, was Professor Quinlan, who told what could be done with some of his favorite landscape materials and illustrated his talk with colored slides. He reminded the group that in planting,

the landscape architect must consider the composition from all angles and must consider its appearance during any time of day or season of year.

The final speaker, Prof. Roy B. Hull, department of horticulture, talked on "Educating the Public in the Interest of the Nursery Business," pointing out that it is easier to get a customer interested in caring for his property if his interest is aroused through a general education program.

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IDAHO GARDEN SCHOOL.

[Continued from page 24.]

lawn grass is sown. In older lawns, the most troublesome weeds are dandelions, plantain and chickweed. All may be eradicated with 2,4-D, although the mouse-eared chickweed is highly resistant and has to be given several ordinary applications followed by an exceptionally heavy one.

Roland Portman, extension entomologist, gave an illustrated talk on "Insect Control in the Home and Garden," covering all the ordinary insect pest troubles of the home, the flower garden and the vegetable garden.

Sidney Nelson, of Nelson Floral & Nursery, Boise, talked on "Perennials, Their Uses and Abuses," discussing in detail most of the good and tried varieties. Southern Idaho is blessed with an equitable climate, he said, in addition to plenty of water for irrigation and a low summer humidity that makes it possible to grow most perennials.

In the evening, D. C. Petrie, of Petrie Landscape Nurseries, Boise, discussed "Ten Ways to Control the Climate Around Your Home." He emphasized the need for deflecting cold air currents in winter and hot ones in summer, the cooling effects of shade, the removal of ground glare, the humidifying and shading effect of vines and the cooling effect of water, either in pools or ditches.

A movie on the Dutch bulb industry was shown through the courtesy of the A. J. Van Engelen Co., depicting the preparation of the bulb fields, beginning with the grading of land from the dunes and the fertilization and preparation of the land through the planting and culture of the crop to the harvesting, grading and shipping of the bulbs. Interspersed through the film were scenes of famous tulip festivals.

On the second day of the school, Anton Horn discussed "The Control of Plant Diseases." He mentioned anthracnose of American sycamore as being serious in southwestern Idaho. Fire blight as it affects the thorns, crab apples, cotoneasters and pyracanthas is dangerous and is controlled only by cutting and sanitation. The most serious disease in southern Idaho is chlorosis, which he described as a physiological condition brought about by soil conditions. Most of the soils in this area are limy, and this is particularly true of the subsoils. Chlorosis can be ameliorated by working into the soil iron or manganese sulphate, but even better is the practice of placing cap-

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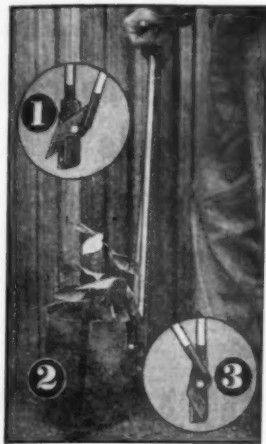
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sules of iron ammonium citrate in holes bored just beneath the cambium layer in an ascending circle about the tree trunk. This has proved satisfactory in reviving fruit trees and maples.

Austin Stover, of Blackfoot Greenhouse, Blackfoot, who has been growing gladioli for many years, talked on their culture under soil conditions in eastern Idaho. He discussed the better varieties for the florist and general grower, together with proper digging and storage. The diseases to which gladioli are most subject are thrips and chlorosis.

Ernest Chase, of Pocatello Greenhouse, Pocatello, devoted his talk to the care of house plants. The topic of soils and fertilizers was ably treated by Vance Smith, extension soils specialist. His talk was brought down to back-yard size in that he reduced the formulas from so much fertilizer per acre to so much fertilizer per square yard or per bushel for house plants.

Dale Bair, of Bair Landscape Nursery, Pocatello, discussed evergreens for planting in the Pocatello area, stating that soils are not too good for these plants. American arborvitae grows well at Blackfoot, which is twenty miles farther north, but not at Pocatello. The best ever-



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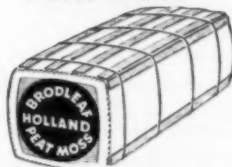
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greens for Pocatello are the junipers, particularly Rocky Mountain and Pfitzer types, tamarisk and red cedar.

With the aid of a flannelgraph, Kenneth Briggs, of Briggs Nursery, discussed the more common shrubs which are well adapted to southeastern Idaho, together with their use in the solution of planting problems. He stressed the need for care in the selection of small-growing shrubs for small places and for larger-growing plants where there was ample room for them.

Trees for eastern Idaho were discussed by Anton Horn, who advised the discarding of the rapid-growing soft maples, box elders and poplars and suggested the planting of green ash, Norway maple, thornless and seedless honey locust and mountain ash as street trees, together with birch, linden and horse chestnut. For smaller trees, he advised the use of a multitude of flowering crab apples and hawthorns.

As a conclusion to the 2-day school, a film, entitled "The Mystery of Plant Life," was shown through the courtesy of the California Spray Chemical Corp., Richmond, Calif. It portrayed in the lapse of seconds the germination and early growth of many seeds, the flowering, pollination and closing of numbers of blooming plants and the movement of protoplasm and growth of pollen grains as shown under the microscope.

Second School at Boise.

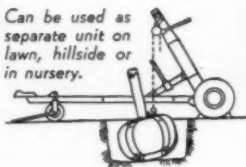
The following week, January 16 and 17, southwestern Idaho nurserymen sponsored another garden and landscape school which brought a capacity crowd into the Crystal ballroom of the Boise hotel, at Boise. The theme of the school was "Plant the Boise Valley to Help 'Plant America.'" Lloyd Wright, of Kimberly Nurseries, Kimberly, welcomed the audience on behalf of the nurserymen.

Donald J. Martel, head of the landscape architecture department, Oregon State College, Corvallis, began the first session with an illustrated talk on "Landscaping Small Properties." He told what made a well balanced planting that was attractive to look at throughout the year. In the last analysis, he said, landscape development must be tied into the scheme of daily life, or it is a failure. In the evening he discussed "New Trends in Landscaping," in which he showed pictures of the Italian-style garden, from when it was aped by the newly rich of two or three generations ago, and

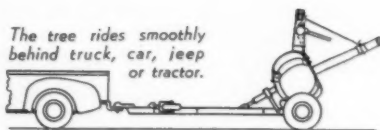
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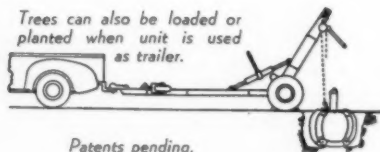
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carried the development of the garden down through the years to the present time, when it is characterized by simple lines and easy maintenance, together with an attempt to blend the design into the natural surroundings.

"Which Evergreens Shall I Use?" was the question answered by David C. Petrie, Petrie Landscape Nurseries, Boise. He showed how most of the evergreens used in past years were entirely too large-growing for

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houses as presently designed. These older varieties of evergreens will have to be planted away from the low, modern house. In the enclosure around the home, there is plenty of room for all the older forms of junipers, arborvitae and, on large properties, pines and spruces. For plantings about the home, he recommended Mugho pine, Savin juniper, tamarisk-leaved juniper, Franchet cotoneaster, an assortment of yews, boxwood where the strong winter sun

will not reach it, some of the small evergreen barberries, such as *gracilis* and *verruculosa*, Oregon grape and Burkwood viburnum.

John Dominick, of the University of Idaho extension staff, and E. R. Bennett, emeritus extension horticulturist, led a panel discussion on "Good Trees to Plant." They agreed on discarding the quick-growing, weedy trees. For Boise valley conditions, they suggested using any of the hard maples, various oaks, London plane tree, Kentucky coffee tree, beech, birch, crab apples, thorns, lindens, koelreuteria, redbud and many others.

The following speaker, Robert V. Gates, of Petrie Landscape Nurseries, demonstrated the proper pruning of a tree at the time of planting, showing the removal of weak, crotched limbs and the general cutting back needed.

On both days, Anton Horn conducted a series of questions and answers. A set of twenty-seven questions was given to each person in the audience, and anyone interested in a particular question stated the number of the question, and it was answered. The list covered the whole field of gardening, both ornamental and vegetable.

Herman Hilfiker, county agricultural agent, talked on "The Control of Garden Insects," and Eugene Whitman spoke on lawns, making about the same remarks as at Pocatello. Einar Johnson's talk on "Twenty-five House Plants and How to Take Care of Them," drew the most questions from the audience. He had almost that number of pot plants for his exhibit and told how each one should be cared for as to light and heat, watering and feeding and the amount of humidity needed.

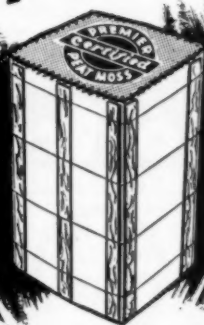
John Jensen, of the Boise park system, discussed "The Place of the Camera in the Garden" and showed colored slides of garden scenes.

The high spot of the second day was a talk on the history of roses by Fred Edmunds, who retired January 1 as curator of the International Rose Test Garden at Portland, Ore. A summary of Mr. Edmunds remarks will be published in a subsequent issue.

Wendell Carnefix, of Fruitland Nursery, Fruitland, gave a short talk on the culture and varieties of peonies. He told of the effect of deep planting in failure to bloom and related how the plants are almost insect and disease-proof, with only one

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disease that really is a menace, botrytis blight. For varieties, he listed Karl Rosefield, Felix Crousse, Edulis Superba, Sarah Bernhardt, Therese, Festiva Maxima, Avalanche, Kelway's Glorious and Solange.

Warren Carnefix, also of Fruitland Nursery, entertained the audience with a discussion on "Fun with Tuberous Begonias." Just for the fun of it, he has raised many of them in a climate that is certainly not favorable for them. He showed Kodachrome slides of the plants growing on the north side of his home, with azaleas and rhododendrons in the background.

Mrs. George Webster, a local authority on dahlias, talked on these plants and their care. Winston Roberts, who has grown gladioli for many years and has done considerable hybridization with them, being the producer of some seedlings that have won national honors, discussed new and old gladiolus varieties and showed slides of individual varieties and of groupings for effect outdoors.

Mrs. Gretchen Smith, of Twin Falls, regional vice-president of the American Iris Society, told of the place of the iris in the garden and showed slides illustrating local iris as well as many iris varieties from all over the United States.

Sidney Nelson, of Nelson Floral & Nursery, Boise, talked on "The Best of Them All—Hardy Chrysanthemums." He grows approximately 150 varieties, constantly discontinuing the unsatisfactory ones and recruiting replacements from the ranks of new introductions. An accompanying film from Bristol Nurseries, Inc., Bristol, Conn., showed hardy chrysanthemum plants at their best.

WESTERN MEETING.

[Continued from page 13.]

advantage of quantity discounts, ask for free packing, look for prepayment discounts, buy supplies co-operatively (which members of the Canadian Nurserymen's Association now are attempting), do not pay unnecessary bank drafts and checks for count and weight on all shipments. Get value for every dollar spent. Mr. Scott's firm counts on paying general overhead through such savings.

It goes without saying that the general appearance of the office should be pleasant, clean and healthful, for both the sake of employees and customers; it need not be fancy. Over the years the amount of work turned out by the average office worker has decreased; so one must

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compensate through use of modern office machinery. Some of this which Mr. Scott has found most profitable is the electromatic typewriter, indispensable for invoicing and mimeograph work; a duplicating machine, useful for advertising; a dictating machine, not only for correspondence but for writing up catalogs or price lists and jotting down memos; electric calculating machine; an intercommunication system; additional extension telephones during the busy season; postage meter; electric mail

opener; check signer and check writer; electric time clock; the automatic typewriter, especially for the large mail-order or agency business where certain stock paragraphs or letters often are used, and billing machine, which calculates as well as types the invoice.

Next Mr. Scott considered paper work. A carefully detailed invoice saves time and serves as a complete record for each sale. Brookdale-Kingsway, Ltd., uses a 5-part invoice with a one-time carbon. Each copy is a different color. The first is an

acknowledgment and goes in a window envelope to the customer immediately on receipt of his order. The second is a shipping copy and goes to the shipping room along with tags and labels. The third is an alphabetical one for filing in a binder and is used for bookkeeping, sales' records and sales' tally. The fourth is a numerical copy. All orders, including tags for the stock, are filed by number. The fifth is the invoice or can be used as an advance delivery notification to the customer.

Mr. Scott's firm makes up its own bank deposit slips on especially prepared forms. A calculating machine with a movable carriage is used and records the invoice number and total dollars of that invoice. Only the deposit slip number is entered in the cashbook then, not all the separate invoices. Bookkeeping should be simple but complete.

Cutting Labor Expenses.

Probably the largest single expense in the nursery, whether it grows or merchandises stock, is labor. Mr. Scott divides labor into two categories, "key help" and "fit-in help." For the former, the best is cheap at any price, he believes. The nurseryman must realize that for his other help he cannot compete with industrial labor; therefore, he must devise a plan whereby he can best operate with seasonal fit-in help, whose only interest is to collect their wages. Hire them for minimum requirements; do not keep them on longer than necessary. Plan in advance for when you will need part-time help. Use laborsaving equipment wherever possible.

Nursery Advertising.

Turning to the third phase of his talk, Mr. Scott said, "Nothing can eat up money faster than advertising, yet it is a necessity. Advertising is to business what fertilizer is to the land. You can produce a crop without it, but you can produce a better crop with it.

For the nurseryman there are two kinds of advertising, space taking and selling. The first he does not believe can be used profitably by the average nurseryman, as it does not sell a specific item. The second sells your product. In such an ad, you name your product, describe it and price it. In direct advertising his firm receives more pull per dollar invested from classified advertising. The loss leader type of advertisement is valuable here, Mr. Scott believes. It features one item which probably makes you little profit but sells volume and introduces the public to your prod-

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Single wheel truck if specified. Rubber tires optional

Yes, "Chemical Warfare"

—the only kind of fighting that can destroy the pests that invade your nurseries. Only by spraying your growing stock with potent chemical solutions can you ever kill them and prevent their young from developing.

Paragon Sprayer No. 3 is the dependable sprayer for nurserymen. Just the right size for a man to operate without a helper. The truck (Single wheel or two wheel) is easy to push. It stands steady on uneven ground. The wide wheel rims don't sink in.

Nurserymen prefer the 12-gallon tank because it is the most convenient amount of spray solution for a one-man outfit. The pump is entirely above the tank, but the agitator and strainer go clear to the bottom. Every stroke at the pump handle cleans the strainer and keeps the solution from settling.

Stop pumping—keep spraying



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SAVES ON SHIPPING COSTS

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- Half Bales
- Bags
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uct, so you have your foot in the door for making future sales. In writing an advertisement, first decide what you have to sell, when you want to sell it and how. Use the classified columns constantly and supplement this advertisement with display space at the proper time.

Advertise in every way possible, said Mr. Scott. Mail 1-cent circulars to concentrated areas. Have your post office tell you about new areas. Do not mail catalogs promiscuously; they are too expensive. Send out a flier first; let prospective customers request catalogs. Send blotters and other small enclosures with printed offers. Tip in price lists at the back of your catalog, so the reader's concentration is on the plant, not the price, and so price changes can be made easily. Advertise everywhere possible, on packing cases, on your bank checks. Use postage meter slogans, take a color movie of your nursery and loan it to civic groups. Write a garden column for your local paper.

Regardless of how much you grow or how well you grow it, stock is of no value until sold. Plan your selling campaign for each item and before you grow it. If you once have a glut on an item, plan production so this never again occurs. Plan your production to eliminate, not to produce a surplus. Do not wait until too late to advertise your surplus. You do not necessarily need to cut prices.

A. A. N. Program.

The first half of the afternoon session was given over to the American Association of Nurserymen, whose president, Wayne Ferris, Hampton, Ia., told of the work of the six individual directors as well as of the association as a whole. He predicted a serious shortage of supplies for the trade and increased transportation problems. Members were urged to keep freight record forms and also to complete horticultural census data, which have been disappointing so far. He urged a strong association to aid and preserve the industry during trying times. He pointed out in this regard how the A. A. N. had helped to secure RFC loans for east Texas rose nurserymen.

Curtis Porterfield, A. A. N. administrative assistant, Washington, D. C., spoke on the present national emergency, seeing increased government control of the nation's economy, more allocations of materials, labor shortages, a larger national budget and public debt and more and higher taxes. We are faced with either a 5 to 10-year partial mobili-

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ROUGH BROTHERS

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Write for plans and prices
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CINCINNATI 23, OHIO

zation and controlled economy or World War III, he believes.

The A. A. N. is working out a group insurance program for its members that will cover the largest to the smallest firms. He also commented on the need of nurserymen seeing to it that each employee does his job 100 per cent; each must pay his own way. Concentrate on selling more than ever. But do not sell just a plant, sell a garden. Get your pros-

pect's interest or attention, create in him a desire for your product, get his action and you make the sale.

Howard P. Quadland, A. A. N. public relations counsel, New York, discussed the "Plant America" program. The Libby-Owens-Ford Glass Co. is cooperating with the A. A. N. in its advertising program to sell glass for picture windows. It will publish and offer a booklet of landscape plans and will direct custom-

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Latch Quick Coupler

Strong . . . Flexible

Each System Designed by Experienced ATLAS Irrigation Engineers.

Use an **ATLAS PORTABLE SPRINKLER SYSTEM** to insure healthier plants, normal even growth reaching marketable size earlier. Write today for a free catalog.

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ers to A. A. N. members. Farm program radio broadcasters have co-operated greatly to further the idea of plants for climate control. The Associated Press is running a series on "How to Care for Your Home." that will benefit nurserymen.

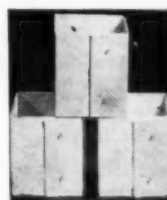
Inflation Increasing.

The afternoon's final speaker was Earl F. Crouse, of Doane's Agricultural Service, a pioneer farm management service. He spoke on "Learning to Live with Government Control, Inflation and War." The present inflationary period had its beginnings in 1935, he said, when the United States went off the gold standard, and World War II expedited this trend. The dollar has fallen in value so much and so fast that what could be purchased at wholesale for \$100 in 1939, cost \$137 in 1945, \$214 in 1948 and now costs \$230. A \$100 pay check for labor buys only a third of what it did pre-war. He said predictions were for five to ten per cent more inflation per year during the emergency, which would be of indefinite duration, but probably would last so long that we would come to think of these as normal times.

There can be no price recession during a mobilization or war period, but despite high prices, it is possible for a nation to go broke if it turns to rationing, increases deficit spending and continues to devalue its dollar. The old adage, what goes up must come down, no longer appears to hold true, for inflation can follow inflation, as has been happening. And inflation is the quickest way to destroy a middle class society, the backbone of the country.

Then Mr. Crouse turned to the problem of the high cost of labor, which he believes nurserymen can help solve through devising more labor-saving equipment and machinery. So little research is done for the nurseryman by the large manufacturers or colleges; most has to be done individually. Mr. Crouse thought the association might finance some studies on better methods, layout of work and simplification of operations. He told of some labor-saving machinery developed at Stark Bros. Nurseries & Orchards Co., Louisiana, Mo., such as a 2-row cultivator, like a corn detasseler with cultivators attached, that goes over the rows, and of a mechanical digger that eliminates the use of twenty mules and ten men and does less damage to stock.

Members of region 4 of the A. A. N. held a brief meeting to consider the possibility of being host



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Sturdy plant bands made of cottonwood, securely fastened with two wire staples for quick setup.

Size in ins.	Per 1000	Size in ins.	Per 1000
1 1/2 x 1 1/2 x 2 1/2	\$4.20	2 1/2 x 2 1/2 x 3	\$4.70
2 x 2 x 2 1/2	4.30	3 x 3 x 3	5.10
2 x 2 x 3	4.60	3 x 3 x 4	5.40
2 1/2 x 2 1/2 x 3	4.50	4 x 4 x 3	5.40
2 1/2 x 2 1/2 x 3 1/2	4.60	4 x 4 x 4	6.20

Shipped promptly from the factory in Illinois.

WOOD PLANT BANDS



"Easy-Off"

Saves time and labor. Bands are removed without cutting; therefore, the dirt ball and roots are not disturbed.

CAT.	Size in ins.	Weight per 1000	Per 1000
No. M-310-1	1 1/2 x 1 1/2 x 2 1/2	12 lbs.	\$3.75
No. M-320-2	2 x 2 x 2 1/2	15 lbs.	4.10
No. M-340-2 1/2	2 1/2 x 2 1/2 x 3	20 lbs.	4.50
No. M-350-3	3 x 3 x 3	21 lbs.	4.80
No. M-360-3	3 x 3 x 4	40 lbs.	4.95
No. M-391-4	4 x 4 x 4	40 lbs.	5.60

LIGHT WOOD FLATS

For handling and shipping all sizes of Plant Bands.

	Per 100
M-370; holds twelve 1 1/2-inch Bands	\$2.95
M-390; holds twelve 2-inch Bands	3.20
M-392; holds twelve 2 1/2-inch Bands	4.20
M-393; holds six 3-inch Bands	3.90
M-394; holds six 4-inch Bands	4.80

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BIRD Vita-Bands

VITA-BAND 40: Growers are reporting outstanding results in vigorous, well balanced growth. Exclusive nutrient treatment affords a liberal supply of balanced plant food. Transplanting shock eliminated, saving 1 to 3 weeks setback. Sturdy fiber resin construction. Watering frequency cut 50%. For the longer growing periods of approximately 40 weeks. **SOLD OUT.**

VITA-BAND 10: Brings nutrient treatment to the low-priced plant band field. For the shorter growing periods of 8 to 10 weeks.

Size in ins.	Vita-Band 40	Price per 1000
1 1/2 x 1 1/2 x 2 1/2	Sold Out	\$ 3.60
2 x 2 x 2 1/2	Sold Out	3.90
2 x 2 x 3	Sold Out	4.40
2 1/2 x 2 1/2 x 3	Sold Out	4.90
3 x 3 x 3	Sold Out	5.85
4 x 4 x 3	Sold Out	6.75
4 x 4 x 4	Sold Out	8.85
		11.10

Sold in units of 1000 only.
F.O.B. Chicago, or East Walpole, Mass.

Tom Thumb FLATS

Made of heavy waterproof fiber resinous material. Use with Vita-Bands. The most economical way to sell potted annuals in dozen lots. Build sales and repeat business with easier-to-set-out potted plants in this neat package.

No. 1 for 1 doz. 1 1/2-in. Bands.
No. 2 for 1 doz. 2-in. Bands.

Tom Thumb Flats Per 1000	Combination 1000 Flats 12,000 Vita-Band 40 Per 1000 Sets	Combination 1000 Flats 12,000 Vita-Band 10 Per 1000 Sets
Size No. 1	Size No. 1	Size No. 1
Size No. 2	Size No. 2	Size No. 2
\$44.70	\$49.60	SOLD OUT
		\$56.45
		\$95.65

F.O.B. Chicago, or East Walpole, Mass.

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to the A. A. N. convention within the next few years. In the evening, Western association members, their wives and guests enjoyed dinner and dancing in the hotel's Continental room.

Movie of Shaw's Gardens.

The meeting was resumed the next morning about 10 o'clock with the showing of an excellent color movie, "Four Seasons," by Paul Cole, Shaw's Gardens, St. Louis. It showed plants at Shaw's Gardens, one of St. Louis' famous public gardens, and at the Missouri Botanical Garden, Gray Summit, during the four seasons of the year. Particularly colorful in the spring are the crab apples, redbuds, forsythias and daffodils. In mid-May the perennials and annuals come into bloom, then the peonies and iris. These are superseded by yucca, Phlox Miss Lingard and lilies, forming a picture in white. In summer the tropical water lilies cover the ponds. Many have been originated by George Pring, the garden's director.

The Italian gardens are made up of various-shaped beds of colorful foliage bedding plants, enclosed with California privet hedge planted about 1926. There are some 3,000 feet of this hedge. In the fall there are indoor dahlia and chrysanthemum shows. Around Christmas time there is the annual poinsettia show, and later in winter, an orchid show.

Climate Control with Plants.

To bring the speakers' program to a close, Joseph Howland, garden editor of House Beautiful magazine, New York, described and illustrated the principles of his project on climate control. Shade, light, wind and humidity must be controlled, and also to be considered are the direction, density and duration of each.

In the St. Louis area the sun rises in the northeast and sets in the northwest, so there is little sun to consider in the morning at the east side of the house. In winter the sun hits directly on the south side of a house, which is desirable, while in summer it strikes from an angle above, so the wall is largely in shade. On the north side there is little sun to consider, but there is the problem of glare. Mr. Howland believes plantings should eliminate all large areas of sky or glare at eye level. At the west side of the house, one must plant to divert the northwest wind in winter and the sun in summer. Evergreens are excellent for this purpose.

Humidity is the most difficult cli-

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Per 1000

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2 x 2 x 2 1/2 ins.	4.00
2 1/2 x 2 1/2 x 3 ins.	4.60
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3 x 3 x 4 ins.	5.20
4 x 4 x 4 ins.	6.00

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mate factor to control, as it involves rain. In the St. Louis area there are thirty-five days a year of fog, so one should compensate for them with colorful garden material. There are forty-five days of thunderstorms, so one should plant out the sky. And there are many days of hot summer

weather when many people give up on gardening, saying nothing looks good at that time of the year. Mr. Howland urged nurserymen to take advantage of the many opportunities to sell plants for climate control. House Beautiful magazine will sup-

ADAIR SHRUB and TREE DIGGER — A FINE COMBINATION TOOL

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Digs a neat hole to set them in.

Digs trenches for heeling them in.

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ply climatic data for other regions on request.

Business Session.

A short business meeting brought the convention to a close. Harold Crawford, chairman, reported for the auditing committee that all was in order. The retiring secretary suggested that the new secretary be bonded since the funds of the association have grown, along with the increased membership, from forty to 190 firms in the past eleven years. C. C. Smith read the obituary report, and a period of silence was observed. After the election of officers, the new president, Edward Ambo, took the chair and, as the final order of business, appointed Evert Asjes, Roschill Gardens, and Charles Williams, Williams & Harvey Nursery, both at Kansas City, Mo., to be co-chairmen for the 1952 convention, which will return to Kansas City.

Trade Exhibits.

Two nurseries had exhibit space at the Missouri and Western associations' meetings. They were Chandler Landscape & Floral Co., Kansas City, Mo., and Verhalen Nursery Co., Scottsville, Tex.

Manufacturers and supply firms with exhibits were Armour Fertilizer Works, Atlanta, Ga., Verta-green plant food; Ceramo Mfg. Co., Jackson, Mo., flower pots; Standard Steel Products Mfg. Co., St. Louis, flower pot holders; Eli Colby Peat Co., Hanlontown, Ia., peat moss; Corneli Seed Co., St. Louis, grass seed; Banner Hardware Jobbing Co., St. Louis, sprayers and dusters; Melnor Metal Products Co., New York, lawn sprinklers and hose couplings; G. W. Davis Corp., Richmond, Ind., power lawn mower; Newco Line, Kansas City, Mo., pruning and line clearing tools; R. M. Wade & Co., Portland, Ore., Wade Rain irrigation sprinkler system.



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CHICAGO CONVENTION.

[Continued from page 8.]

and labor and transportation increasing daily. But he recalled how nurserymen had aided the war effort in producing camouflage materials and in devoting fifty per cent of their land to the production of food crops in World War II.

Luncheon Address.

The second session, Wednesday afternoon, January 17, was prefaced with a luncheon at 12:15 in the Illinois room which was a complete sellout. The luncheon address was made by Dr. C. J. Birkeland, new head of the department of horticulture, University of Illinois, Urbana. While his subject was listed as "The Future of Ornamental Horticulture at the University of Illinois," Dr. Birkeland said that, in view of mobilization and other phases of the nation's situation, it would be difficult to initiate a new program of horticulture at the university. Unfortunately, there is now no program at all devoted to nursery work. Some research of value to nurserymen is conducted by the Illinois Natural History Survey, the university's fine arts department offers some work in the landscape field, as does the extension service, and the fruit production course includes a study of trees. He said that the vegetable-testing station was being moved from Des Plaines to the Morton Arboretum, at Lisle, and this would be an ideal location for nursery research.

Shade Tree Problems.

The afternoon session was devoted to three talks relative to shade tree problems in the central west. The first of the speakers was Dr. L. R. Tehon, head of the section of applied botany and plant pathology, Illinois Natural History Survey, Urbana, whose subject was "Phloem Necrosis and Dutch Elm Disease." He told of the origin and spread of these diseases and latest methods of control. The second speaker was Noel B. Wyson, chief forester, Cook County, Forest Preserve District, River Forest, Ill., who discussed the spread of oak wilt disease and possible methods of control in a talk entitled "The Menace of Oak Wilt." A summary of these talks will be published in a subsequent issue.

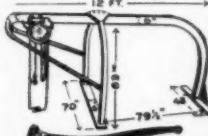
The third speaker, Dr. L. C. Chadwick, department of horticulture, Ohio State University, Columbus, cautioned the nurserymen to go slowly in using elms and oaks in areas into which Dutch elm disease and

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phloem necrosis have spread, but not to give up on them, as they are among our best trees. There are a number of other shade trees which should be used along with or instead of the long-popular elms and oaks, and Dr. Chadwick showed colored slides and described his preferences among them in a talk entitled "Shade Trees We Can Recommend." A summary of Dr. Chadwick's remarks and a list of these recommended trees will be published in a subsequent issue.

Business Session.

Members of the Illinois State Nurserymen's Association met for their annual business session Thursday morning, January 18. The report of Treasurer W. J. Smart showed cash on hand at the end of 1950 to

be \$8,624.52 plus \$1,607.02 in the special fund, which he termed "a little better than last year." Secretary Miles W. Bryant reported that total assets, including the foregoing cash and three series' F Treasury bonds purchased at \$740 each, amounted to \$12,451.54. He further reported a gain in membership of five members to a total of 196.

Victor E. de St. Aubin, for the labor committee, said that the nurserymen had declined to reopen the union contract last summer and hence it continued in effect until September 1, 1951. For the committee on exhibit, he reported the eleven spaces in the adjoining room all sold.

The previous morning the nurserymen's committee to confer with



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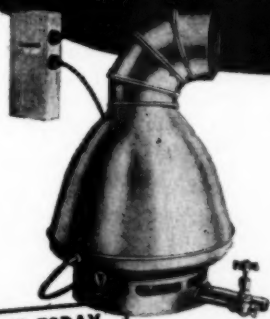
the department of horticulture at the University of Illinois had met with representatives of the university to complete the plant list for various zones in the state. Elmer G. Spencer reported that some changes had been made, and he thought the list would be printed for distribution to members early this year. For his committee on planting plans for the Blue Star highway, Mr. Spencer stated that a plan had been prepared and sent to the A. A. N. office at Washington, but that no state activity had yet developed.

Ronald R. Cultra had been active as chairman of the committee on the planting of public highways and buildings. He found little money appropriated for such plantings, although some state departments have made requisitions. He reported that the university had plans for the erection of three buildings at Urbana and three for the medical school at Chicago, which would be landscaped upon completion. He had visited two of the three state conservation nurseries and commented on finding eighty acres of coniferous evergreen seedlings grown under overhead irrigation for distribution to the public, ostensibly for reforestation and farm planting, at from \$5 to \$10 per thousand. Some discussion ensued as to the possibility of curtailing that work or of the state's charging better prices.

Harvey B. Hartline, for the resolutions committee, suggested a committee to confer with the University of Illinois about the resumption of the classes on landscape appreciation and the consideration of instruction in ornamental horticulture and nursery management.

According to the report of the nominating committee presented by William B. Hagen, Victor E. de St. Aubin was elected president, and Roger Leesley, vice-president. Miles

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P. O. Box 43 VICTORIA, TEXAS

W. Bryant was reelected secretary, and W. J. Smart, treasurer.

As directors for a 3-year term, Victor E. de St. Aubin was reelected and Ronald R. Cultra, of the Onarga Nursery, Onarga, was added to the board. Holdover directors are Edward P. Eickhof, William McReynolds, Myron C. Smith, Roy F. Clavey and Roger Leesley.

A. A. N. Chapter Meets.

After luncheon, members of the Illinois chapter of the American Association of Nurserymen held a brief meeting. As officers for the ensuing year were elected: President, Eugene E. de St. Aubin; vice-chairman, Roger Leesley, and secretary, Miles W. Bryant. To serve with them on the executive committee, Edward P. Eickhof and Ronald R. Cultra were chosen.

By vote it was decided to leave the choice of the delegates and alternates to the New Orleans convention to the executive board, so that selection may be made at a time nearer the convention to insure that delegates are chosen who will attend. The current holdover delegates are Ronald R. Cultra and A. H. Berger, with a third to be chosen.

Convention Notes.

The cocktail hour and banquet Wednesday evening, January 17, were enjoyed by 338 persons. An excellent dinner was served, the floor show the best yet and the varied dancing participated in by many persons.

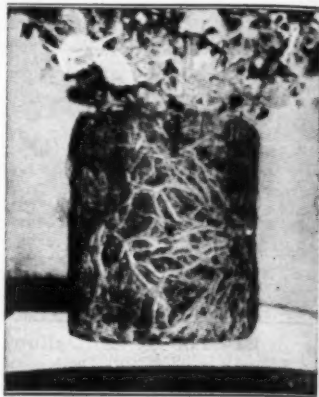
The luncheon address January 18 on the subject "How Confused Can You Get?" by Edward McFaul, Chicago specialist in personnel management, was highly entertaining and also carried a serious message for today. More thought, more faith and more concern for others, said the speaker in brief, would relieve many of the ills, mental and physical, that afflict us all as individuals.

A special luncheon was arranged for the nurserymen's wives, which sixty-seven of them attended January 17 in the Narcissus room at Marshall Field & Co., where they also enjoyed a style show. Each lady was presented with an orchid corsage which had been made up by several of the ladies. Among the expert corsage makers were Grace K. Walker, Kingsley Walker Nurseries, Louisville, and Mrs. Herman Owen, T. G. Owen & Son, Columbus, Miss. Mrs. Paul Doty, Portland, Ore., was among the novices.

At a meeting sponsored by the Chicago Horticultural Society in the

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organization's Garden Center hall, 116 South Michigan avenue, information on shade tree diseases, particularly the current ones of oak and elm, were discussed by Dr. J. C. Carter, plant pathologist of the Illinois Natural History Survey, Urbana, and Noel B. Wyson, chief forester of the Cook County Forest Preserve District, River Forest, Ill.

A. A. N. Secretary R. P. White spoke over radio station WLS at noon January 17. Homer K. Dodge and Laurence G. Holmes prepared a program on climate control for broadcasting on the American Farmer program January 20 over the ABC network.

Arthur Palmgren, Glenview, past president of the Illinois association, returned from a month in Florida in time to attend the latter part of the convention. His brother, Elmer, also a past president, will leave for the southland shortly.

Charles Fiore, Prairie View, boasted reservations in California and Florida, pending his decision of where to vacation this winter.

Admittedly eldest of those in attendance at the convention was F. A. Wiggins, Seattle, Wash., 82 years of age, who has made two eastern sales trips each year for several decades. His wife, known in the art world as Myra Wiggins, has been painting for sixty years and recently staged a request show of her progressive work at her birthplace, Salem, Ore. Included was one painting she had done fifty-seven years ago. Another prime interest of the pair is five great-grandchildren.

Trade Exhibits.

Eleven exhibit spaces were taken in a room adjoining the meeting hall, where the following firms had equipment and supplies on display. Elmer Clavey, Inc., Highland Park, Ill., showed its new Mechan-O-Digger, designed by Gordon Clavey, for digging trees and shrubs, which can be installed on several types of tractors or loaders which nurserymen commonly use. Sharing the booth was the Roseman Tractor Equipment Co., Evanston, Ill., featuring Ford tractor and attachments.

Premier Peat Moss Corp., New York, and its central states sales division, the National Ideal Co., Toledo, O., featured the Premier line of peat moss in bales and smaller packages. Vertagreen plant food was featured by the Armour Fertilizer Works, Chicago Heights, Ill. Their tree mover was shown by Williams & Harvey Nurseries, Kansas City, Mo. A full line of envelopes for special-purpose

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✓ "Rocks back" for easy loading and unloading.

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✓ Two sizes . . . custom fitted to your truck.

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✓ Proved in use for years by nurseries and park departments all over U. S.

✓ Saves time and labor on the big, profitable jobs.

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SOILAIRE

New Low Cost Aerating Machine

This new Mobilaire model can be used with any 30 inch power mower or garden tractor—aerate as you mow.

It opens up a brand new field for landscape men aerating home and institutional lawns on a commercial basis and provides a rugged, durable machine that will make money for you. \$245.00 Delivered.

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THE MECHANICAL EARTHWORM LINE

THE NEW MODEL B LINDIG SOIL SHREDDER

The World's Finest

Improved performance with

- Actioned Shredding Blades
- Increased Capacity
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Write for descriptive folder and prices and name of your nearest dealer.

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Nurserymen's favorite for forty-five years. Please write for prices and samples.
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Better Fruits and Flowers

Plate Book for Northeast and Midwest. Illustrates in full color 235 standard nursery items, brief descriptions. Price, **\$1.25** each in small lots.

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Nicely illustrated, 48 pages and cover. Price, **30c** each in small lots.

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A pocket-size, 48-page booklet. Very complete but concise information, well illustrated. Helpful in preventing claims for dead stock that cost nurserymen money. Sample, **10c**. Write for discounts on quantities.

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Popular items in full color. Price, **12c** each in small lots.

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Also in full color, **10c** each.

Write for Quantity Discounts.

Cash with order, please.

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THE SUPERIOR SOIL SHREDDER



- DEPENDABLE
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Write:

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Suitable for Labeling

Trees - Shrubs - Plants - etc.

Convenient - Economical

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use by nurseries was displayed by the Tension Envelope Corp., Kansas City, Mo. Baled and packaged peat moss was the feature of the display of the J-M Trading Corp., Chicago. S. E. Clegg, Plainfield, Ill., showed sprayers and diggers and various types of equipment for which he serves as dealer. The Augustine Ascending Elm Foundation, Normal, Ill., showed large colored slides of this type of tree which it is promoting. A packing-out service and a 4-page color folder to be imprinted with the nursery's name for Red-Rich strawberry were features of the display by Judson Wholesale Nurseries, Bristol, Ind.

In another room on the second floor of the hotel, Mr. and Mrs. Herman Owen and Jack Hood were hosts for the display of T. G. Owen & Son, Columbus, Miss., which included over 500 plants in deciduous and evergreen lining-out stock, grown in clay pots, to be shipped in Bird Neponset pots or by the ordinary method. By the close of the convention Mr. Owen had sold the exhibit to a local nurseryman.

PEAT FIRM SEPARATES.

The peat moss division of the Brussels Corp. for International Trade has announced its separation from the mother company. The new concern will operate under the name of Bruco Peat Moss Corp. and will retain the same management under which it has operated since its inception less than a year ago.

J. Lewitt, the president, and Louis Kroutil, the vice-president, and their office staff moved into new offices at 11 West Forty-second street, New York 18, on January 15.

TEXAS CHIEF RESIGNS.

After more than twenty-three years of working with members of the nursery and florists' industry, Walter T. McKay, chief of the division of horticultural inspection and quarantines, Texas department of agriculture, has left his post. His resignation was effective in December, 1950. A successor has not yet been named.

AFTER attending the nurserymen's convention at St. Louis last month, Mr. and Mrs. Paul E. Doty picked up a new Buick at Detroit before heading home to Portland, Ore., via Chicago, where they attended the convention of the Illinois State Nurserymen's Association.

NURSERY LABELS WATERPROOF

"Rite in the Rain"
(Trade-mark Reg.) brand

(We are sole distributors.)
Made from highest quality tagboard. Use any ordinary pencil. Rain or shine, writing stays on. In sheets of 20.

Can be used in typewriter. Three lengths.

8 x 5/8 ins., 1000 per pkg., **\$2.50**

Per 5000 lots, **\$2.25** per 1000.

7 x 5/8 ins., 1000 per pkg., **\$2.00**

Per 5000 lots, **\$1.85** per 1000.

6 x 5/8 ins., 1000 per pkg., **\$1.50**

Per 5000 lots, **\$1.40** per 1000.

Prices for larger quantities

quoted on request.

Prices F.O.B., Portland, Ore., or Tacoma, Wash.

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IT COSTS NO MORE

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Cut from used burlap.

16x16 ins. to 40x40 ins.

Mesh Cotton Net Squares, 32x32 ins.

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ROCKY HILL,
CONN.

TSUGA CANADENSIS, Specimens.	Each per 10	Each per 100
Canada Hemlock.		
2 to 3 ft., B&B, heavy..	\$ 3.10	\$ 3.00
3 to 4 ft., B&B, heavy..	4.10	4.00
4 to 5 ft., B&B, heavy..	6.10	6.00
5 to 6 ft., B&B, heavy..	10.10	10.00

JUNIPERUS CHINENSIS PFITZERIANA.

Pfitzer Juniper.		
15 to 18 ins., B&B.....	2.60	2.50

JUNIPERUS EXCELSA STRICTA.

Green Juniper.		
18 to 24 ins., B&B.....	2.60	2.50
24 to 30 ins., B&B.....	3.10	3.00

THUJA OCCIDENTALIS PYRAMIDALIS.

Pyramidal Arborvitae.		
2 to 3 ft., B&B.....	2.60	2.50
3 to 4 ft., B&B.....	3.10	3.00

THUJA OCCIDENTALIS. American Arborvitae.

3 to 4 ft., B&B.....	3.10	3.00
4 to 5 ft., B&B.....	4.10	4.00

THUJA OCCIDENTALIS GLOBOSA. Globe Arborvitae.	Each per 10	Each per 100
18 to 24 ins., B&B.....	\$ 2.10	\$ 2.00
24 to 30 ins., B&B.....	2.60	2.50

TAXUS CUSPIDATA.

Spreading Yew.		
18 to 24 ins., B&B.....	3.10	3.00
24 to 30 ins., B&B.....	4.10	4.00
30 to 36 ins., B&B.....	5.10	5.00

TAXUS CUSPIDATA CAPITATA.

Upright Yew.		
24 to 30 ins., B&B.....	4.10	4.00
30 to 36 ins., B&B.....	5.10	5.00
36 to 42 ins., B&B.....	6.10	6.00
42 to 48 ins., B&B.....	10.00	...
48 to 54 ins., B&B.....	15.00	...

TAXUS HATFIELDI.

Hatfield Yew.		
24 to 30 ins.....	4.10	4.00
30 to 36 ins.....	5.10	5.00

TAXUS HICKSI. Hicks' Yew.	Each per 10	Each per 100
24 to 30 ins.....	\$ 4.10	\$ 4.00
30 to 36 ins.....	5.10	5.00
36 to 42 ins.....	6.10	6.00

TAXUS INTERMEDIA.		
18 to 24 ins., spread..	3.60	3.50
24 to 30 ins., spread..	4.60	4.50

TAXUS BREVIFOLIA.		
Spreading Yew.		
15 to 18 ins., B&B.....	4.10	4.00

RETINOSPORA PLUMOSA.

Plumosa.		
24 to 30 ins., B&B.....	2.10	2.00
30 to 36 ins., B&B.....	2.60	2.50
36 to 42 ins., B&B.....	3.10	3.00

RETINOSPORA PLUMOSA.

Plumosa Aurea.		
24 to 30 ins., B&B....	2.10	2.00
30 to 36 ins., B&B....	2.60	2.50

All items can be certified for western shipment.

All Evergreens B&B at List Prices.
NO BOXING

Deliveries by full truck and carload only—or call for your own stock.
(Prices subject to change without notice.)



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Our list of quick-maturing Evergreen Grafts and field-grown Lining-out Stock provides you with the source of Evergreens that is needed to make your nursery operation one that is going and profitable.

Order your needs by mail now.

HILL'S PRESTAKED EVERGREEN GRAFTS

65¢ each per 100; 60¢ each per 1000

Chinese Column Blue Juniper
Keteleer Juniper
Golden Pfitzer Juniper
Blue Pfitzer Juniper
Green Sargent Juniper
Japanese Juniper
Vase-shaped Juniper

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Globe Hillbush Juniper
Canaert Juniper
Hillspire Juniper
Hill Dundee Juniper
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